

DISTRIBUTION AND WAREHOUSING



The Business Paper of the Warehouse Industry

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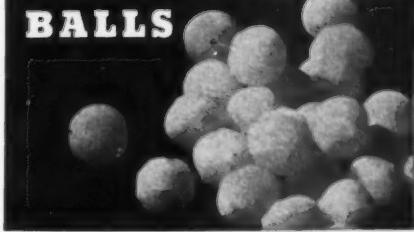
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"WE'VE HEARD THAT"—

Edited by F. Eugene Spooner

• •

A DISTRIBUTOR controlling considerable territory and incidentally considerable tonnage of a certain class of merchandise recently made things pretty hot for a traffic manager who wouldn't follow instructions.

This distributor, at the time of contracting to take over the line of merchandise of a well-known manufacturer, told the latter he wanted his goods shipped via certain rail lines and then placed in certain warehouses. It seems, however, that the traffic manager was more interested in helping out his friends on other rail lines and in other warehouses and so—.

Said the distributor to the manufacturer, "Who is running your business, you or your customers?"

The story does not end there—but no imagination is needed to know the answer or what happened to the traffic manager for the flare-up.

Food Chain Business o o o

In estimating that the food chains are doing more than 60

per cent of the retail food business, a prominent representative in Congress is claimed to have erred considerably. The actual figure, according to those disagreeing, is around 25 per cent. The 60 per cent applies to the cash business of food retailing done by the chains. This seems more logical, because the chains are essentially cash - and - carry organizations.

Frozen Bread o o o

There is evolution in progress in the baking industry. At a meeting of New York cereal chemists the assembled chemists were fed bread which has been kept a week below freezing and also bread baked the previous day and handled in the ordinary fashion.

The majority voted for the week-old product, for aroma and flavor. Shipment of bakery goods to remote points and better adjustment of supply and demand are possible benefits.

The idea is already in use in Holland.

Chemurgy o o o

Paint, varnish, and plastics from soy beans; artificial wool from casein extracted from dry

milk; alcohol from fruit; shoe-buckles, safety-glass and fountain pens from wood and cotton; and other industrial adaptations of farm products—these are now promised by "chemurgy."

Briefly, the word means conversion of farm products into basic materials for industry.

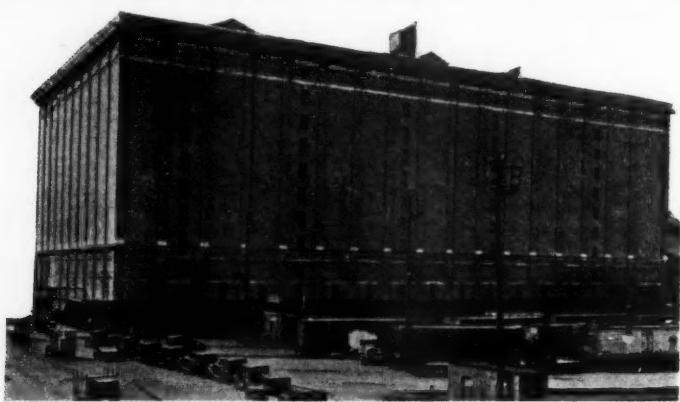
Backers of the cause of chemurgy claim that one out of five farmers could ably fill all the nation's needs in the way of food and clothes. That would leave 973,000,000 acres out of a total of a little more than one billion which could be devoted otherwise.

Flour Subsidy o o o

Flour millers nearly lost the Philippine market in recent years because they were unable to compete with foreign exporters while paying domestic prices for wheat in milling operations. Now that the Department of Agriculture is allowing a subsidy on flour shipments to that country, this competitive condition will be relieved.

The indemnity is paid under a section of the farm relief Act authorizing use of 30 per cent of Customs receipts for such

(Continued on page 54)



A modern cold storage plant—one of the warehouses of the Merchants Refrigerating Company, New York City

COLD STORAGE

• • •

BEGINNING with this issue, *Distribution and Warehousing* intends to devote much attention to cold storage warehousing. For a year we have been investigating this project, led to the inquiry because other business publications seem to have overlooked this branch of warehousing.

There are, as well we know, several industrial journals which treat of the engineering and technical problems of refrigeration; with them we shall make no attempt to compete. Only, however, in an indirect manner and as a secondary purpose does any publication approach cold storage from the merchandising point of view—that is, discussing the cold storage industry as a tool for distribution of merchandise; retelling out the possibilities of new business and greater volume for existing plants; pointing the red finger of danger to pitfalls into which others have fallen; showing by example what others have done and how they have done it in order to increase their profits; and finally, promoting the wider use of cold storage facilities.

Problems such as these we shall consider on these pages—*always with the direct thought that profits in the industry will be made more certain.*

• • •

NO. We do not deceive ourselves. We are aware that several hundred men in this country know more about this subject than ever we shall. We do not set ourselves up as an authority above others. But we

do believe that a trade publication, rightly edited, can bring to one man the experiences of another and do this in a manner that the two men would not do for themselves. Six minds are better for solving a problem than one. Good management, in any enterprise, finds in its trade publication the suggestions and the contributions to progress of five others; and, by using what he learns from them the good manager moves more certainly to profits.

Cold storage exists for the sake of profits. *Distribution and Warehousing* hopes it will contribute to those profits as the months follow each other.

• • •

THE economic service of cold storage is very great. Without that service modern man would starve—living, as mostly he does, far from the place where his foodstuffs are produced. Not only has the fear of famine disappeared in so civilized a country as ours. Even more for our happiness is the immense variety of food set forth on our table and the extended period of the year when each delicacy is procurable. Cold storage, in warehouses and in transportation, has revolutionized our food. It has changed the living habits of the nation within a few short years. Nowhere else on earth does the average family enjoy the variety of diet as in America, and only two or three nations approach the high level we have attained.

The food of the whole world is available in every market of our country. Crops of seasonal production are offered to consumers throughout the greater portion of the year. We have come to accept this unusual service as a matter of course, almost forgetting that

Cold storage stands at the dawn of a great development. This is the conviction of our contributing editor, H. A. Haring, after having devoted months to investigation.

For forty-five years refrigerated warehousing has fought for the right to exist—against prejudice, against adverse law-making, against over-expansion. All the while it has perfected technique and processes. Today it renders a service of great economic value—so necessary to the food habits of the country that an era is beginning in which the industry itself seems destined now to reap more of the profit it deserves.

Recognizing all this, **Distribution and Warehousing** is inaugurating a constructive editorial campaign to promote wider use of cold storage facilities. Mr. Haring's accompanying article presents the background of this effort and briefly outlines our plans.

FORE!

BY H. A. HARING

cold storage in one form or another is responsible for the change. The housewife orders lettuce and tomatoes every morning of the year, wholly unconcerned by the weather or the season or the location of her home. She expects, moreover, that the quality shall always be prime and the price shall not vary greatly.

Cold storage features so large in our life that it is difficult to remember that it dates back only a few decades.

• • •

THE first cold storage warehouse in America seems to have been one for fish in New York City, in 1865—the bunkers cooled by mixing crushed ice and salt. Indeed for fifteen years no better method was known, although mechanical devices had been perfected for making the mixture.

The first installation of liquid ammonia and of brine made of calcium chloride came just before the year 1890, the experimental units having been known for two or three years but the technique not having been improved enough for commercial installation until about that year.

The first refrigerator car was built in 1868. The first shipment of a carload of dressed beef from Chicago to Boston the following year marked an epoch in our railroad development and altered the meat-eating habits of the world.

It was ten years later that the first refrigerated vessel carried a shipment of frozen mutton from New Zealand to England.

THEN, beginning with the year 1890, the infant industry was put on the defensive. Cold storage was attacked. It was a "menace to health"!

Great publicity was given to instances where refrigeration was inadequate, or where unfit food had gone into cold storage. Just the thought of "cold storage" was enough to condemn anything. Each time there was a revelation of unfit food being sold—whether real or imaginary—attention was called anew to the wrongs, or possibility of wrong, from the new monster "cold storage". Agitation was in the air for the entire decade of the 'Nineties, with demand for some sort of legislation becoming more and more insistent. Then, at the very close of the decade, came the disgusting and revolting revelations of some of the food provided for our soldiers in the war with Spain. Public rage rose to unprecedented heights. But the remedy was not so easy to prescribe as to declaim the wrongs.

Just at that time, the turn of the century, the cost of living began to rise sharply. With its coming, there developed a new onslaught on cold storage. For, in the effort to find a plausible cause for mounting prices, some imaginative soul coined the phrase "food speculator".

So appropriately did the epithet fit certain manipulations of prices that cold storage faced a new wave of condemnation. The "food speculator" was accused of withholding food from the market, by using cold storage until the price soared. Fresh outbursts flocked upon cold storage every time a rise in food prices was

(Continued on page 58)

THE taxing of stocks stored in public warehouses, by most States under the theory that any goods or merchandise at rest in a State, whether in a public warehouse or in the owner's private building, is subject to *ad valorem* personal property taxation, is a subject of increasing national interest to users of public warehouses.

The tax situation today has an important bearing on influencing or deterring manufacturers from placing stocks in various cities throughout the country; and in some States the levying of the property tax on stored merchandise has forced warehousemen to reduce handling and storage charges to hold their customers.

State property tax laws vary widely in their application to stocks in public warehouses, as will be seen from the summary at the conclusion of this article. They vary also in their enforcement from State to State, and even from place to place within particular States, depending on the forces which may be brought to bear on county assessors as well as on the energy and ingenuity of such officials. The State laws vary widely also as to the liability of the warehousemen in connection with the assessment of property and the collection of the tax.

In most States, warehoused stocks owned by non-resident manufacturers are considered and treated for tax purposes just as though the merchandise were owned by a local manufacturer. This is natural, for the two classes of merchandise are competitive with each other to a considerable degree within the general trade area of the State; and while his property is in warehouses within a particular State the owner presumes there will be the same police and fire protection, as well as other safeguards by organized society, sufficient duly to protect this merchandise wealth irrespective of who its owner may be. This protection is maintained by the State, county and city governments through income derived from taxes. As a practical matter, however, many users of public warehouses do not believe in the validity of this theory and do not voluntarily make themselves accessible to local assessors in order that they may be taxed for the protection of their property. Spot stocks, therefore, often escape assessment because of the rather lax methods of assessment followed in many States.

In four States there are no city, county or State property taxes applying to stocks of goods or merchandise in public warehouses. In several other States such stocks escape assessment because there is no legal means for assessors ob-

Here Is One Shipper's Viewpoints

The traffic manager of a manufacturing company which is one of the country's most extensive users of public warehouses writes *Distribution and Warehousing*:

"Warehousemen throughout the country could, if they would, be of immense assistance in keeping us posted regarding tax matters. Some of the warehousemen are apathetic regarding the question, possibly because of lack of knowledge and possibly because the relations between the industry and the tax assessor do not always pass through their view."

In the accompanying article, Prof. Frederick suggests:

"Warehousemen should become thoroughly familiar with the situation in their own States and so be in a position to give dependable information to present and prospective customers."

PROPERTY TAXES ON WAREHOUSES IN THE

By JOHN H. FREDERICK

taining information regarding them. In the remaining States stocks in public warehouses are generally assessed by one of the following two methods:

1. Assessment is made on the value of the stock in storage in the State on a particular day. This is by far the most common method. For example:

If goods are brought into the State after the assessment day, Jan. 1 in many States, and disposed of, either by sale or through shipment out of the State, by Dec. 31, then there is no tax. In other words, goods may be brought into the State, held there for several months, or distributed at once, during the year without taxation. No property taxes are levied except on property actually in the State on a certain assessment day. In such States it is the practice of warehousemen to aid their customers in keeping this tax to a minimum by encouraging shipments out of their warehouses just prior to tax day, and by holding shipments in transit until after the day has passed. This is a perfectly legitimate service on the part of warehousemen.

2. Assessment is made on the average value of stock in storage in a State during a year ending at a certain date. Under this average rule a manufacturer, or other storeroom, who may have his peak season, requiring the carrying of maximum stocks, around the assessment day, is not penalized as compared with another storeroom whose peak season comes at some other time of the year and who may have little, if any, stock in the State on the assessment day itself. It is also held to be more just to the State, because, under this rule, it is impossible for a storeroom to cut down his stock of goods to a minimum on the assessment day in order to decrease his taxes.

The liability of the warehousemen in the assessment and collection of State property taxes on stored property varies widely from State to State. Typical conditions may be summarized as follows:

1. In several States the law does not require warehousemen to report either the names of their customers, or the kind or quantity of their goods in storage. It is pos-

Another National Distributor Has This to Say:

"Experience has taught me one thing which might be significant. There are so many factors involved in the determination of the exact amount of stock to be carried at any certain point that the entire structure becomes too fixed and too unwieldy to expand or contract stocks at will, with the sole idea of reducing taxes."

"Indeed, this company deliberately adopts the policy of being quite willing to pay its fair share of the taxes of the communities in which its business is such as to be legally reached by taxation. All departments of our business have expert supervision and control in the matter of taxes in the person of our assistant treasurer."

STOCKS IN PUBLIC 48 STATES

Assistant Professor of Marketing
University of Pennsylvania

sible, therefore, that in such States some warehouse users are not reached by the local assessors. The names of such storers do not appear anywhere in telephone or building directories where they can be seen by the assessors, and many storers are not inclined to go out of their way to let assessors know they are carrying stocks in the locality. Consequently such storers escape the payment of taxes in these States unless assessors discover them for themselves. It should, however, be mentioned that as a rule the larger manufacturers do not attempt to evade their responsibility and either report their stocks direct to the proper authorities, or instruct warehousemen to do so.

2. In other States the law requires the warehousemen to report only the fact of storage. That is, nothing but a list of their customers having goods in storage with them on a certain date, or during a certain period, is required.

3. Still other States require the warehousemen to file a list with the county assessors of everything in storage on the assessment day,

or during a given period of time, designating the name of the party for whom the goods are stored, the number of units stored by weight, gallonage, or packages, and the address of the storers. Here the warehousemen's responsibility ends as a rule, but in some States they must also show the approximate value of each and every kind and grade of product stored with them. Naturally the detailed routine involved in furnishing this information is quite burdensome on the warehousemen.

4. In a few States warehousemen must not only report fully as to their storage customers, as just mentioned, but if they fail to do so they become liable for the tax on the property in their possession.

In many States warehousemen find that the *ad valorem* property tax on stored goods and merchandise is a serious handicap in the soliciting and obtaining of business. Many manufacturers feel they are being taxed in their own States for their goods, either as raw material or as finished products, and then, because of the lack of uniform-



ity in assessment days from State to State, are again taxed in some other month of the year when their goods happen to be in another State.

Warehousemen in some States have found this a decided handicap, because storers naturally tend to reduce their stocks to a minimum by the assessment date and carloads of merchandise are held out of the warehouse until after this date.

There is no question but that warehousemen could do a considerably larger business in many localities if the property tax was reduced or eliminated. Manufacturers tend to warehouse their stocks in nearby States and make less than carload shipments into the taxing State by motor freight companies who make store door delivery. Moreover, in some States it appears to be only the stocks of foreign corporations located in public warehouses that the assessors have been able to reach. The result in these States has been that new accounts are frequently placed with brokers who have their own warehouses and who, in many States, are not required to report these accounts to the assessors. The result is that the States collect very little revenue from this source, which, on the other hand, is seriously handicapping the legitimate merchandise warehouse.

Assessment Day

In other States warehousemen do not find the property tax so important in the soliciting and obtaining of business, but they do find that their business is materially affected during the month preceding the assessment day. Manufacturers have been known to transfer stocks from one State to another in order to take advantage of a favorable tax situation—provided, of course, that their markets can be served from one State as well as from the other.

There is hardly a manufacturer who does not take the State property taxes into consideration in computing costs covering the warehouse method of distribution, when they are attempting to determine whether direct distribution from their plants to their ultimate outlets would be preferable to carrying stocks in warehouses and supplying their outlets in that way. A surprising number of manufacturers have recently told the writer, however, that they did not generally receive satisfactory statements on the tax situation in various States and cities from public warehousemen who solicited their business; and that only occasionally did warehouse solicitors use a favorable tax situation as an argument as to why a manufacturer should store with a particu-

lar warehouse in a certain location.

Other manufacturers give the tax situation some consideration but do not consider it of paramount importance in making a decision as to whether a spot stock is to be carried in a particular locality, as they regard the sales and competitive situation as the controlling factor. Several such manufacturers have lately told the writer, however, that because of State property taxes the expenses involved in keeping in touch with the situation and maintaining an organization for minimizing them, as far as the situation in various States permitted, was considerable.

A Shipper's Experience

The following remarks by a large user of public warehouses are typical of the manufacturer's attitude:

"We carry warehouse stocks in most of the principal marketing centers of the country, about fifty in all, and we have a very definite need for stocks in the secondary markets. In States where our goods are not taxed, we are able to set up these additional stocks; but we do not feel warranted in doing so where taxes are levied. In fact, in so far as possible, we endeavor to serve our customers in taxing States from out-of-State shipping points. This works a hardship on our customers in those States, and results in a higher cost to them. Inasmuch as we are the only manufacturers of these particular materials, these tax laws have the effect of increasing operating costs in those States where they are in effect, which, in turn, makes it more difficult for the manufacturers in those States to compete in out-of-State markets.

"We usually endeavor to secure tax information first-hand from the States concerned. There is no uniformity as to the information which can be secured from the warehouses. In other words, some warehouses are of considerable assistance in this regard and others are of no assistance. As a general thing, we would say that the warehouses on the Pacific Coast are better informed than elsewhere, the reason no doubt being that they have been required by their clients to represent them in a good many such matters. A favorable tax situation is, of course, a good selling argument, and is used by some warehouse solicitors."

In regard to the difficulty in obtaining tax information from warehousemen, one manufacturer has this to say:

"On the occasions when I have requested information from public warehouses concerning the tax situation in their States and cities, I

have been unable to obtain satisfactory answers. It is therefore my conclusion that the average public warehouses knows little, if anything, of these matters.

"I cannot recall a single instance when a warehouse solicitor has used a favorable tax situation as an argument. Tax information was requested from a solicitor recently who admitted having no knowledge of it whatsoever, and who stated that he would obtain this information from his principal; up to this time, which is approximately three weeks after the request for this information, no word has been received from the solicitor."

Another statement is quite significant:

"State taxes on stocks of goods held for distribution subject to our order in public warehouses are very important. Next to the actual cost of distribution—that is, the carload rate inbound, the less-than-carload rate outbound, the storage and handling charges—taxes are next in importance.

"We have had a lot of trouble in times past in the State of (—), for example. In fact, the situation became so acute that we withdrew all of our stocks and do not even venture to distribute a pool car through a public warehouse in that State. Texas was formerly a difficult State, but recently, because of a very excellent warehouse connection, we have been able to avoid any serious difficulties down there.

A Need for Information

"While it is possible that we may receive satisfactory statements of the tax situation in a given State from warehousemen, we have never been able to accomplish very much in this direction. In fact, we feel that there is a real need for some complete and reliable source to which an industrial traffic manager might refer for information of this kind. We have found that information obtained from public warehouses on the tax situation cannot be relied upon and that we must look elsewhere to be absolutely sure of a given situation."

The whole problem of State property taxes on warehoused stocks seems to point to the following:

In the first place, warehousemen should become thoroughly familiar with the situation in their own States and so be in a position to give dependable information to present and prospective customers.

Bring the matter out into the light and look at it.

Stop discussing if "off the record" at State and other warehousemen's association meetings.

Stop being afraid of it.

Look at it as a national problem and not merely a local one.

The warehouseman has a vital interest at stake.

In the second place, make an effort to have stocks stored in public warehouses, in original packages, for a period of six months or less, considered by taxing authorities as still in interstate commerce. The Wisconsin law and practice gives a precedent for this, at least as far as property belonging to foreign corporations is concerned.

This merchandise may well be said to be still in transit while in warehouses which are performing a distribution as well as a storage function. *Final* delivery has not yet been made.

As a matter of actual fact, though it is a debatable question in many minds, most of the merchandise stored in public warehouses today is interstate commerce.

There is much merit in the suggestion of the general traffic committee of the merchandise division of the American Warehousemen's Association that it is time for the warehouse business to have its position in interstate commerce clearly defined.

In discussing State property taxes it must be borne in mind, however, that while they are of great importance they are not so serious from the standpoint of users of public warehouses as is the unsettled question as to whether making deliveries from spot stocks is to be considered as "doing business" in a particular State. There are also many other taxes applicable in various States, as income, franchise, business license, business and occupation, sales taxes, etc., which annoy public warehouse users much more than do property taxes which can so often be avoided or minimized.

The following brief summaries of the property tax situations in the various States have been compiled from statements by State tax commissions and other State authorities. They are believed to be correct, but are not guaranteed. They will serve, however, as a basis for comparison and as a starting point for the gathering of further information in particular cases.

In most States one obtains quicker and more reliable information by addressing the State Tax Commission than by making inquiries from any other source. So far as the writer has been able to ascertain, this is the first time that the information on State property taxes on stocks in public warehouses has been made available in one place for users of warehouses.

The summaries:

Alabama

On Oct. 1 of each year storers must file a statement, showing value of average stock on hand during the year ending with that date, with the assessors of the counties in which their stock is located. The present rate of assessment is on a basis of \$3.60 per \$100 on a valuation of 60 per cent of actual value of stock carried.

Arizona

State, county, and municipal property taxes are assessed against merchandise storage accounts in this State. The assessment is against stock on hand on Jan. 1 of each year and is at present made at 100 per cent of inventory value. The tax rate varies according to locality in which stock is in storage.

Arkansas

Goods stored in public warehouses on Jan. 1 are subject to taxation if reported to assessors. The owner of personal property is supposed to go to the office of the tax assessor in the county in which the property is located and make a return. Unless this is done, the assessor obtains no record and the property is not taxed. As a matter of practice, therefore, stocks in public warehouses are not reported and not taxed.

California

Storers incur no liability for taxes except on such goods as are in California warehouses on the first Monday in March of each year. Warehousemen are required to file a list, with the county assessors, of everything in storage on that date, designating name of the party for whom the goods are stored; number of units stored, by weight, gallonage, or packages; and address of storers. The assessors then mail a report form to the owners of the merchandise, and on it a return of the value of the property must be made. The State law calls for actual value, but it is the well understood custom for taxpayers normally to report 50 per cent of actual value. The rate of taxation varies from year to year and from county to county, but is usually between 4 per cent and 5 per cent of the assessed value.

Colorado

Storers are required to file, with the assessors of the counties in which their stocks are located, a statement of the full cash value of such stocks in warehouses in Colorado on April 1 of each year. The rate of tax is fixed locally to meet requirements.

Connecticut

On Oct. 1 of each year storers must file, with the assessors of counties in which their stock is located, a statement showing value of average stock on hand during year ending with that date. The rate varies in the several counties according to their particular requirements from year to year.

Delaware

There are no taxes of any nature on stocks of goods stored in public warehouses.

District of Columbia

Goods stored in public warehouses on July 1 are subject to ad valorem personal property tax of the District. Such stocks are reportable by the owners thereof to the District assessor at the full cash value. There is no law by which the assessors may force warehouse operators to advise them of the names of persons having goods in storage.

Florida

Warehousemen are required to furnish county assessors with names and addresses of manufacturers who have merchandise stocks in their warehouses as of Jan. 1. The assessors mail forms, for recording value of such stocks, to the storers. The present assessment is on the basis of 50 per cent of the actual value of the goods as shown on manufacturers' returns. The rate varies in the several counties according to their particular requirements from year to year.

Georgia

Warehousemen must report, to the tax receiver of the county wherein located, all stocks of goods held for others as of Jan. 1, for State, county, and city taxation. Stocks are assessed at fair market value (what the property would bring at cash sale when sold in the usual manner). The fluctuation of the merchandise either in quantity or valuation after Jan. 1 is not considered.

Idaho

Stocks in public warehouses between the second Monday in January and the first Monday in June are assessed for a full year's taxes. If located in Idaho warehouses during the remainder of any year, they are assessed for a half year's taxes. Storers, when requested to do so, must supply assessors of the counties where their goods are in storage with a list showing quantities and values. During the past few years, taxes have been on
(Continued on page 69)

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BUSINESS TRENDS ARE UPWARD WAREHOUSE OCCUPANCY IS DOWN

For First Time in Eight Years, Merchandise Storage Industry's
"Curve" Does Not Parallel General Progress!

?

By KENT B. STILES

PUBLIC merchandise warehousing's average occupancy for the entire country during 1935 is estimated to have been 63.3 per cent, according to the records of the Bureau of the Census of the Department of Commerce.

This figure, prepared for *Distribution and Warehousing* by F. J. Fitzgerald, Chief Statistician of the Bureau's Division of Special Tabulations, is based on a revision of monthly reports which were received during the year from an average of 1,102 warehouses in all the States, these monthly reports ranging in number from a minimum of 1,089 to a maximum of 1,127.

This statistical effort by the

Here's "One for the Book" . . . Will You Answer It? With business in general unquestionably experiencing an up-turn, why is warehousing occupancy on the decline? —as indicated by Government figures.

Distribution and Warehousing will welcome letters, from both distributors and warehousemen, expressing opinions for this anomaly.

Government has been in progress since the beginning of 1928 and the 66.3 per cent average for 1935

ranks third among the eight years.

While 66.3 per cent represents a decline of 2.7 per cent from the average recorded for the previous year (1934), it is at the same time a better average than was indicated for either 1932 or 1933.

The peak year among the eight was 1929, for which the recorded average is 72.2. This is 13.9 per cent higher than 1935's average; and is 14.7 per cent above the recorded minimum, which is 62.5 per cent for 1933.

Averages for the eight years have been 68.1 in 1928; 72.2 in 1929; 69.9 in 1930; 66.1 in 1931; 63.1 in 1932; 62.5 in 1933; 66.0 in 1934 and 63.3 in 1935.

In the "Occupancy" columns in

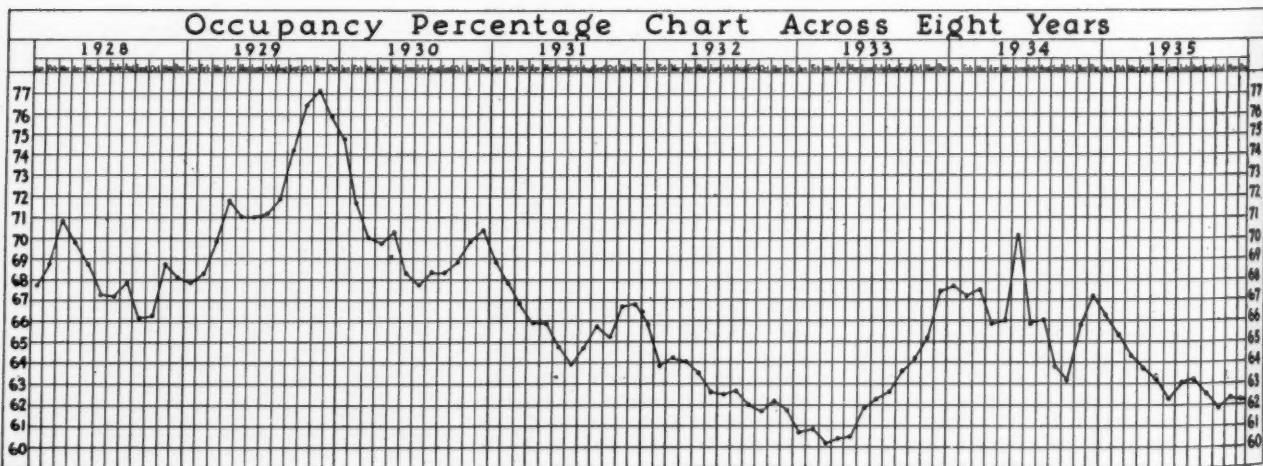


TABLE NO. 1—ENTIRE COUNTRY
OCCUPANCY AND TONNAGE, 1929, 1934 and 1935

	OCCUPANCY			TONNAGE										
	Percentage Occupied of Available Space			Total Volume Arriving			Total Entering Storage			Percentage Entering Storage				
	1929	1934	1935	1929	1934	1935	1929	1934	1935	1929	1934	1935		
January.....	67.9	67.6	66.3	628,291	376,216	415,686	460,090	293,814	344,850	73.2	75.1	83.0	.....January
February.....	68.3	67.2	65.2	652,680	371,508	342,401	468,557	284,817	276,666	71.8	76.7	80.8	.....February
March.....	69.9	67.4	64.5	724,600	419,675	365,336	551,208	333,210	297,266	76.1	79.4	81.1	.....March
April.....	71.8	65.9	63.6	776,755	391,085	380,693	589,502	315,610	316,300	75.9	80.7	83.1	.....April
May.....	71.0	66.0	63.1	738,177	412,381	375,290	572,827	337,055	306,561	77.6	81.7	81.7	.....May
June.....	71.0	70.1	62.3	659,595	401,177	361,170	499,584	322,435	295,786	75.7	80.4	81.6	.....June
July.....	71.2	65.8	63.0	689,816	453,537	363,755	521,362	380,278	297,407	75.6	83.8	81.8	.....July
August.....	71.9	66.0	63.1	730,178	389,459	404,152	553,737	319,592	325,044	75.8	82.1	80.4	.....August
September....	74.3	63.9	62.5	722,914	376,401	384,779	541,566	301,334	311,243	74.9	80.1	80.9	.....September
October.....	76.3	63.2	61.9	949,785	446,660	402,973	753,848	367,520	317,716	79.4	82.3	78.8	.....October
November....	77.1	65.7	62.3	744,477	440,220	456,085	559,718	370,951	360,975	75.2	84.3	79.2	.....November
December....	75.9	67.1	62.2	599,891	445,289	385,838	451,178	386,826	312,316	75.2	86.9	80.9	.....December
Total.....	.....	.....	.....	8,617,159	4,923,608	4,638,158	6,423,177	4,013,442	3,762,139	74.5	81.2	81.1	.....Total
Average....	72.2	66.0	63.3	718,097	410,301	386,013	535,265	333,604	313,512	74.5	81.2	81.1	.....Average

Table No. 1 appearing above are given the averages, by months and years, for 1935, 1934, and the peak year 1929, for purposes of comparison.

THE "Occupancy Percentage Chart" at the foot of this page visualizes how the "occupancy curve" has moved up and down, month by month, since January of 1928.

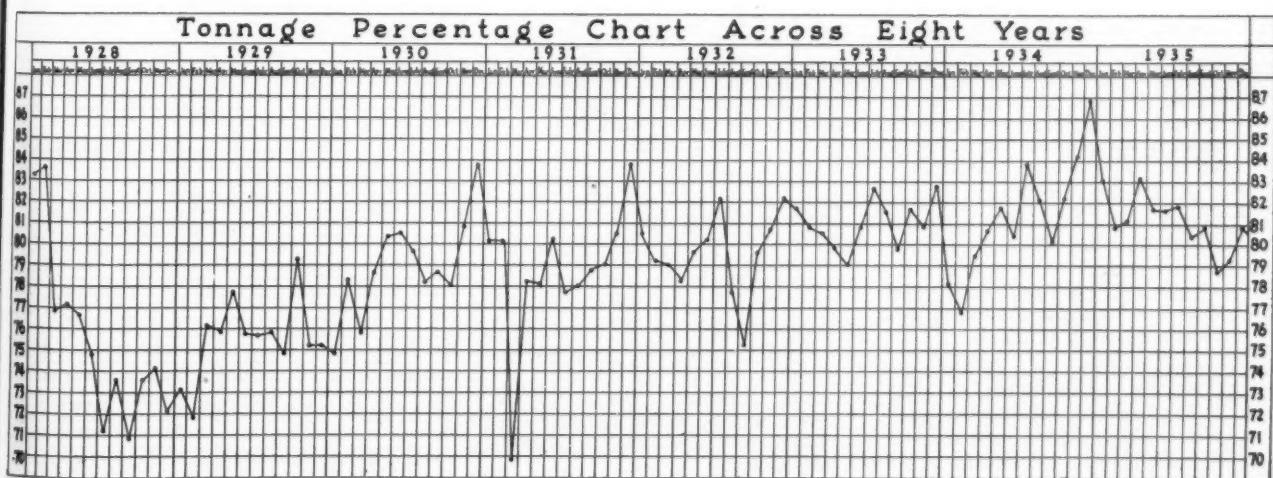
This line reached its zenith in 1929's November. On the final day of that month the reported average was 77.1 per cent. About that time came the collapse of Wall Street stock market prices, that debacle being followed by the more than

slightly remembered business depression—and the "curve" unmistakably reflects the industrial recession. Its downward movement, although broken here and there by momentary upward flurries, was unchecked until in March of 1933 the all-low percentage of 60.2 was reached.

In that blue March banks were closing and fortunes were still being swept away, and the American public had a few months earlier listened to Franklin D. Roosevelt's New Deal promises and had elected him to office. He entered the White House in that March—and the graph on page 12 shows how increasing warehouse occupancy kept

pace with restoration of confidence. The "curve" began an ascent which carried it, in June of 1934, to 70.1 per cent, its highest point since the final day of 1931. No monthly average in 1931 or 1932 or 1933 exceeded 70.0; nor was 70.0 exceeded (except for that one time, June of 1934) during any month in either 1934 or 1935.

Since that 70.1 recorded for 1934's June, the movement of the "curve" has been generally downward except for a brief upward flurry in the final two months of 1934 and two relatively insignificant advances in 1935. The "curve" terminates at 62.2 on this past Dec. 31, and moves straight to the right



to indicate a provisional 62.2 (the most recent figure available) for Jan. 31 of the current year.

IF the extended recession from November of 1929 to March of 1933 parallels the depression, and if the advance from March of 1933 to June of 1934 reflects a general business emergence therefrom, what is a fair interpretation to place on the circumstance that the movement of the "curve" has been consistently downward since that June?

If these warehousing occupancy percentages were a true indicator of Business America's peaks and valleys generally from November of 1929 to June of 1934, as the foregoing exposition would seem to suggest, then another industrial recession would appear to be in progress at the present time if such percentages are still a true indicator. If they are not still today a true indicator, it would be interesting to know what factors have caused them now to be otherwise in view of the fact, as shown conclusively by the graph, that they have previously been.

CERTAINLY there is a decided conviction that business generally is improving. If that belief is soundly premised, then why is warehousing's occupancy "curve" now on the downswing? What are the factors—ones especially relating to distribution—which are causing the "curve" to move for the first time in a direction opposite to the progress or recession of business generally?

Here, we think, is something for meditation and analysis.

Whatever reasons might be advanced by political economists, or even by White House professors, we can all hazard a guess or two. Factors which suggest themselves are an increase in quick turnover of goods; expansion of the activity of the motor truck with its direct-to-retailer deliveries; and a speeding up of l. c. l. freight movement by rail. Air transport of goods is undoubtedly contributing as never before.

At a time when the people's buying power is greater and when commodities are being consumed in greater volume than a year ago, warehousing is confronted with Government figures indicating that occupancy is declining.

Suggesting a need, as never before, for concentration on ways and means of recapturing business which is going into modern-day competitive channels!

• • •

Table No. 2

Occupancy Percentages

1929—1934—1935

by States

In the 1934 and 1935 columns the percentages given for Arkansas and Oklahoma are the averages for the two States combined.

• • •

Tonnage

DURING 1935 a monthly average of 976 warehouses filed reports on volume of goods arriving and the portions thereof which actually entered storage. These reports ranged from 1,016 maximum to 942 minimum.

The figures show that 4,638,158 tons reached the reporting warehouses; this is a monthly average of 386,013 tons.

Of the total 4,638,158 tons, 81.1 per cent, or 3,762,139 tons, entered storage, the balance being delivered on arrival. This represents a monthly average of 313,512 tons entering storage.

The yearly percentages of goods entering storage, out of total volume received, have been as follows: 1928, 75.5; 1929, 74.5; 1930, 78.9; 1931, 78.7; 1932, 79.5; 1933, 81.1; 1934, 81.2; and 1935, 81.1.

Illinois-Iowa Reciprocity

Iowa truck operators who drive into Illinois will be saved approximately \$200,000 yearly, it is expected, through a reciprocal understanding between Iowa and Illinois, the Iowa Railway Commission has announced.

It is understood the agreement was signed on March 31, to be effective during the rest of the current year, and provides for exemption of Iowa truck operators from payment of the Illinois ton-mile tax and permit fee. Illinois truckers operating in Iowa will in return be exempt from payment of Iowa's \$5 permit fee.

The agreement applies to all trucks except those operated on regular routes between established terminals.

	January			February		
	1929	1934	1935	1929	1934	1935
Massachusetts-Vermont	48.1			48.0		
Conn.-Vt.-N.H.		68.5	69.9		71.7	68.1
Massachusetts		58.9	57.8		57.2	59.7
Connecticut-Rhode Is.	63.3			63.3		
Rhode Island		78.9	55.5		77.6	50.7
New York Met. Dist.	55.4	69.0	71.0	55.3	69.6	69.8
Brooklyn	41.7	58.2	72.8	41.3	57.9	72.0
Manhattan	67.0	70.6	69.9	67.6	74.3	68.2
Nearby N. J. & Others	72.7			72.5		
Nearby New Jersey		88.0	72.7		87.7	71.4
All Other		42.7	26.0		42.3	27.1
New York State	51.9			51.6		
N. Y. Sta., exc. Met. Dist.		62.1	56.6		57.7	54.2
New Jersey State	72.6			73.6		
N.Jer'y St., exc. Met. Dist.		44.6	36.4		61.9	34.6
Pennsylvania	69.5	67.0	66.2	72.6	67.5	65.5
Ohio	86.4	70.2	68.7	85.6	68.9	69.0
Indiana	74.0	57.8	53.6	77.3	56.1	53.5
Illinois	75.7			76.6		
Illinois, except Chicago		72.2	70.2		71.6	73.9
Chicago	76.0	80.2	72.2	77.0	81.2	70.3
Michigan	67.6	76.2	81.3	69.5	77.5	77.2
Wisconsin	84.2	64.5	53.2	85.0	55.0	50.9
Minnesota	80.8			80.7		
Minn. ex. M'pls & St. P.		63.8	72.8		58.0	63.1
Minneapolis & St. Paul	81.4	83.4	75.3	81.7	82.5	73.6
Iowa	71.4	60.4	50.2	72.3	52.0	46.9
Missouri	80.8			86.2		
Missouri exc. St. Louis		72.3	65.1		68.0	64.9
St. Louis	77.1	72.9	83.1	84.5	71.2	81.3
N. and S. Dakota	93.9	78.0	84.3	93.8	83.9	82.4
Nebraska	81.1	65.9	68.8	75.4	60.0	68.9
Kansas	78.3	72.0	75.9	82.9	56.6	71.9
Del., Md., & Dist. Col.	51.3	66.7	68.4	54.7	70.9	67.6
Virginia & W. Virginia	68.6			69.1		
Virginia		83.7	72.5		81.5	67.9
West Virginia		81.8	79.3		65.9	80.6
N. and S. Carolina	68.9	68.5	74.1	64.3	67.3	71.8
Georgia and Florida	83.1	63.0	75.4	82.7	69.0	75.9
Kentucky & Tennessee	76.0	85.6	76.5	74.3	87.3	80.6
Alabama & Mississippi	83.4	60.1	74.7	84.5	64.1	78.1
Ark., Louisiana & Okla.	72.7			82.9		
Arkansas		75.7	70.3		75.0	70.8
Louisiana		65.8	73.0		66.7	76.1
Oklahoma		75.7	70.3		75.0	70.8
Texas	86.4	58.5	43.7	86.6	55.2	41.3
Idaho, Wyo., Montana	71.1			73.9		
Idaho, Wyoming		70.3	56.1		60.2	55.8
Montana		60.9	74.7		58.6	74.1
Ariz., Utah, Nev., N. Mex.	77.1			80.7		
Arizona, New Mexico		55.7	66.3		65.1	68.0
Utah		80.2	61.8		80.1	71.3
Colorado	73.4	62.4	58.1	76.2	60.8	52.7
Washington	72.9	51.0	60.7	70.0	53.0	63.1
Oregon	66.5	64.2	66.1	66.5	61.4	64.2
California	76.9	59.9	59.4	73.1	58.8	58.2
Average for U. S.	67.7	67.6	66.3	68.3	67.2	65.2

March		April		May		June		July		August		September		October		November		December			
1930	1934	1935	1930	1934	1935	1929	1934	1935	1929	1934	1935	1929	1934	1935	1929	1934	1935	1929	1934	1935	
48.9	50.1	52.1	52.1	52.6	56.8	57.5	55.3	54.3	52.8	54.9	50.8	51.4	55.6	50.8	52.8	54.1	53.4	50.8	52.8	54.1	
71.2	55.9	58.5	56.7	53.1	41.6	54.5	40.1	45.3	25.1	51.7	29.9	49.6	40.0	46.5	34.9	63.8	44.9	70.1	53.4	53.4	
57.8	53.3	60.6	52.7	60.3	48.9	62.6	47.3	61.2	46.3	63.0	44.4	62.8	43.8	64.7	44.5	63.0	43.9	36.2	44.5	44.5	
66.6	65.7	65.9	65.9	65.9	59.1	58.7	61.0	59.5	55.9	59.5	55.9	59.5	55.9	59.5	59.5	59.5	59.5	59.5	59.5	59.5	
78.6	45.4	70.3	46.5	62.0	54.8	61.4	60.7	56.2	61.8	50.5	54.3	50.1	53.3	49.9	56.6	51.4	55.6	54.1	52.1	52.1	
64.7	71.4	67.8	76.5	71.5	66.9	76.4	72.2	67.5	78.3	71.8	66.1	78.9	72.8	69.1	75.3	72.5	67.5	84.3	66.2	72.1	59.5
58.2	59.5	71.7	79.1	63.8	70.7	78.3	69.4	69.6	80.9	70.3	69.6	80.1	74.9	73.8	71.7	73.3	69.2	76.9	57.7	61.7	65.9
66.8	78.2	61.4	68.8	75.6	67.1	69.9	74.0	67.8	70.8	72.5	66.6	75.6	71.6	66.6	74.9	71.0	67.8	88.1	61.5	63.2	78.9
73.0	76.8	77.7	77.7	78.5	78.7	82.1	82.2	80.4	84.6	81.9	81.9	82.2	82.2	84.6	81.9	81.9	81.9	81.9	81.9	81.9	
89.7	65.6	83.2	62.8	79.7	67.0	77.6	62.6	74.0	61.4	76.6	67.7	69.1	67.2	65.0	65.5	68.8	63.9	76.9	60.6	60.6	
42.6	28.2	42.7	25.4	34.1	25.4	34.1	25.0	30.1	24.5	30.2	24.7	30.1	14.8	29.5	14.1	29.9	16.0	29.3	15.2	15.2	
61.6	74.3	74.3	76.6	77.7	72.1	82.8	80.9	82.7	82.2	82.8	82.2	82.7	82.2	82.7	82.2	82.2	82.2	82.2	82.2	82.2	
54.0	50.9	50.6	49.7	49.7	49.6	49.1	47.8	51.4	55.5	51.8	56.1	54.6	63.2	56.1	67.7	60.4	64.6	56.3	67.1	67.1	
76.3	78.0	78.1	78.1	78.5	78.9	82.3	83.0	82.0	84.0	81.2	81.2	81.2	81.2	81.2	81.2	81.2	81.2	81.2	81.2	81.2	
45.3	33.5	42.4	33.0	44.8	36.3	42.0	35.5	38.6	36.3	39.0	35.2	37.7	35.7	38.6	38.3	39.5	35.7	37.2	38.5	38.5	
72.0	65.1	66.8	71.2	64.3	65.4	71.6	64.2	64.5	70.1	66.1	64.1	70.6	65.3	65.6	70.1	65.2	61.3	70.0	65.4	62.6	75.5
88.0	70.1	68.8	87.8	70.1	68.7	89.2	70.2	68.4	81.1	70.5	67.9	89.4	70.4	68.6	89.9	71.6	68.3	90.5	71.4	69.3	91.5
80.8	57.9	66.3	81.7	58.3	67.6	80.3	56.2	64.5	80.0	55.4	64.7	76.1	54.1	63.3	82.2	53.9	56.0	82.1	54.5	55.7	82.7
78.2	78.7	78.6	81.1	81.1	82.2	86.1	86.3	83.4	87.0	86.3	83.4	87.0	86.3	83.4	87.0	86.3	83.4	87.0	86.3	83.4	
71.0	72.6	70.8	73.5	70.7	72.8	73.6	74.4	67.0	75.6	70.1	75.6	69.4	75.4	70.6	75.6	70.1	75.6	74.7	75.5	75.5	
78.7	79.6	73.1	79.1	79.0	71.2	79.0	76.2	72.0	81.9	70.4	74.8	83.2	75.8	73.8	87.7	74.1	77.2	87.8	72.1	76.9	88.2
66.0	79.1	78.5	67.6	80.1	78.2	70.9	68.8	75.9	71.8	72.0	73.9	66.2	70.4	76.1	69.0	74.5	71.1	71.7	76.5	77.2	77.8
85.2	55.1	53.2	84.5	57.9	53.5	88.2	59.5	56.0	89.7	61.6	55.3	92.1	63.5	57.1	92.1	62.7	58.4	92.6	59.9	59.1	92.0
79.0	76.9	71.5	71.5	73.2	73.1	78.5	82.4	84.6	86.4	84.6	86.4	85.3	85.3	85.3	85.3	85.3	85.3	85.3	85.3	85.3	
55.6	59.2	64.8	59.4	45.7	58.2	41.1	52.8	49.6	53.1	59.4	62.6	59.6	69.6	83.4	62.4	66.2	75.1	50.7	50.7	50.7	
70.8	82.7	72.4	77.5	81.7	71.5	71.6	83.4	70.3	72.9	82.6	69.4	72.4	79.6	69.1	77.4	73.3	84.5	73.2	76.5	86.3	75.6
68.8	52.9	45.6	67.9	49.7	47.1	69.2	47.4	50.5	67.4	46.1	49.0	66.4	44.8	47.1	68.2	43.5	48.9	70.1	42.0	46.6	73.8
82.4	81.1	82.0	78.8	75.4	77.5	77.3	77.3	73.2	82.0	82.0	82.0	82.0	82.0	82.0	82.0	82.0	82.0	82.0	82.0	82.0	
65.4	64.6	60.6	64.2	60.7	63.7	55.1	63.5	53.6	62.8	55.2	63.6	54.9	66.2	70.7	66.3	65.8	71.9	62.4	65.9	65.9	
83.1	71.4	80.7	81.7	71.5	82.6	82.1	77.1	85.2	79.0	77.0	80.8	76.8	77.7	78.1	80.8	82.5	80.3	76.2	83.2	78.3	82.4
93.7	80.2	76.7	93.3	79.7	70.1	92.8	75.1	70.6	93.8	70.4	62.7	93.1	72.4	61.5	92.8	66.5	57.5	92.4	67.6	52.8	94.4
74.2	61.4	70.0	69.8	63.3	68.7	69.7	62.0	53.8	67.6	59.6	51.7	64.6	53.4	53.6	64.8	57.8	52.0	63.3	62.6	59.9	62.0
83.0	61.3	67.2	84.8	60.6	74.2	80.0	85.8	82.6	79.2	85.6	71.6	83.0	77.6	66.6	82.3	75.5	82.0	82.0	82.0	82.0	80.5
83.4	67.1	69.2	53.4	66.3	65.5	51.6	68.1	66.0	56.1	67.4	67.7	52.1	68.5	68.2	57.5	71.4	68.7	59.0	61.0	69.5	62.5
69.3	70.4	70.4	70.4	70.4	70.5	70.5	70.5	70.5	70.5	70.5	70.5	70.5	70.5	70.5	70.5	70.5	70.5	70.5	70.5	70.5	
87.8	74.3	85.6	76.6	61.1	82.1	60.4	85.1	80.7	78.0	57.8	78.7	61.9	83.3	55.9	81.4	60.4	77.7	62.9	77.7	77.7	77.7
79.4	82.2	82.9	81.7	82.3	81.1	85.5	83.5	85.2	83.2	82.6	80.0	84.4	86.9	84.4	86.9	84.4	86.9	83.9	83.9	83.9	83.9
85.1	71.7	67.1	68.7	68.2	72.5	68.1	69.5	77.4	66.8	62.4	82.6	64.9	58.2	82.6	61.6	61.0	76.9	64.3	57.8	64.8	68.4
77.8	70.6	68.0	76.0	64.1	67.0	75.7	57.9	73.5	77.8	52.8	67.5	76.7	52.4	59.8	77.2	43.5	60.2	78.5	44.2	57.5	82.2
74.0	83.3	82.5	76.8	84.7	82.7	77.3	85.6	82.9	75.7	91.8	81.5	80.4	87.9	82.4	73.7	84.3	84.3	84.3	84.3	84.3	81.3
77.5	68.7	76.5	81.4	61.7	73.9	75.9	69.7	65.3	69.9	77.9	64.5	69.9	71.8	72.0	67.2	68.9	74.9	71.1	64.5	71.8	72.0
70.8	80.3	77.4	77.4	71.4	71.4	69.0	69.0	68.6	68.6	68.6	68.6	68.6	68.6	68.6	68.6	68.6	68.6	68.6	68.6	68.6	68.6
77.3	72.9	74.7	73.1	75.0	72.7	76.4	81.1	73.8	83.3	75.2	82.7	73.7	76.2	73.6	76.3	71.4	75.6	68.5	72.7	72.7	72.7
58.5	72.4	54.7	59.3	55.0	54.7	55.5	53.3	64.7	52.7	66.6	65.7	64.8	60.8	68.0	65.7	66.0	71.0	60.2	65.7	66.0	75.1
77.3	72.9	74.7	73.1	75.0	72.7	76.4	81.1	73.8	83.3	75.2	82.7	73.7	76.2	73.6	76.3	71.4	75.6	68.5	72.7	72.7	72.7
78.1	54.1	38.9	58.5	49.8	39.7	44.6	46.8	38.8	38.0	45.1	39.6	38.0	44.6	38.7	50.4	45.6	38.5	49.1	47.7	39.4	73.2
74.9	64.0	65.1	65.1	72.9	72.9	70.1	70.1	74.1	74.1	74.1	74.1	84.7	93.8	93.8	90.3	90.3	90.3	89.8	89.8	89.8	89.8
63.1	57.7	64.7	73.4	63.1	70.5	67.1	74.1	63.1	78.4	73.2	77.2	62.7	74.1	74.1	70.3	78.7	68.0	80.6	80.6	54.2	75.5
58.1	73.2	53.7	69.8	52.9	69.9	51.2	63.4	47.3	68.3	49.6	68.8	69.0	68.7	66.3	74.7	82.1	80.2	79.7	82.0	82.0	82.0
77.0	77.2	73.2	73.2	74.5	74.5	77.3	77.3	78.7	78.7	78.7	78.7	78.7	78.7	78.7	78.7	78.7	78.7	78.7	78.7	78.7	78.7
63.7	75.7	56.3	82.7	67.2	78.4	62.7	74.9	69.7	70.5	70.4	80.8	64.0	80.5	73.6	77.3	67.8	72.7	69.0	71.2	71.2	71.2
80.9	55.5	74.2	51.8	56.6	39.0	63.0	36.9	57.0	36.0	68.3	48.5	66.5	74.8	52.6	68.0	85.3	55.2	69.0	80.2	53.1	71.2
75.3	59.8	71.8	75.0	58.8	69.4	72.6	56.4	65.6	74.4	59.2	60.1	77.7	58.2	72.9	60.8	67.8	77.3	58.2	71.4	75.0	55.7
64.6	54.5	62.4	68.0	53.3	66.5	69.4	55.7	70.2	70.7	48.9	67.7	68.3	48.5	66.5	74.8	52.6	68.0	85.3	55.2	69.0	76.1
66.7	66.4	64.2	67.2	66.3	64.2	70.3	66.7	66.2	69.4	63.3	65.8	67.8	56.5	66.9	67.8	63.6	71.6	70.7	68.6	64.1	70.4
76.1	64.6	62.8	78.2	60.6	63.2	77.6	63.7	61.2	77.5	63.8	69.6	76.9	65.9</								

FROM THE LEGAL VIEWPOINT

By
LEO T. PARKER



"Foreign Corporation" Taxes and Licenses

RECENTLY many warehousemen have been asked by customers, for whom stored goods are distributed, whether, under certain new State corporation laws, payment of license fees, or registration under the respective State laws, is required. We review leading cases on this subject.

The fact that a company maintains a branch office, or distribution station, in a foreign State does not result in the company being liable for payment of taxation and licenses imposed by the laws of the foreign State.

For example, in *Cheney Bros. Company v. Commonwealth of Massachusetts*, 246 U. S. 147, a Connecticut corporation maintained in Boston a selling office with an office salesman and four traveling salesmen who solicited and took orders subject to approval by the home office, from which shipments were made direct to purchasers.

Inasmuch as the orders were sent to the home office from where shipments and collections were made, the United States Supreme Court held the state of Massachusetts not entitled to assess and collect taxes for privilege of the company operating its branch office in this latter State.

In another case, *Meyers v. Miami, Florida*, 131 So. 375, it was shown that a corporation located in Indianapolis maintained an office in Miami. All of the orders were mailed by the branch manager in Miami to Indianapolis and were shipped by the corporation to the purchasers C. O. D. in Miami. The Court held this corporation not required to pay the city license fee.

In *Mills v. Portland*, 268 U. S. 325, the United States Supreme Court held similarly.

It has been held that although an agent of the seller delivers goods and collects money therefor, this fact alone does not result in a city or State being entitled to levy a tax where it is shown that the agent's orders are sent to the head-

quarters, or main office, of the company for which he works.

In this case, *Cason v. Quinby*, 53 So. 741, an agent of a Pittsburgh, Pa., corporation took orders for merchandise. When orders were taken he sent them to the company at Pittsburgh; and when he received the goods he delivered them to the customers, received the money therefor, and remitted it to the company in Pennsylvania.

It was held that this business is interstate commerce and that the State taxation laws are void.

Of course, if a manufacturer in one State employs a salesman to solicit orders in another State, and

Mr. Parker answers legal questions on warehousing, transfer and automotive affairs.

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Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

the salesman takes the orders to a warehouseman or distributor or jobber in the foreign State to be filled, the manufacturer is "doing business" in the foreign State and therefore is subject to taxation laws.

• • •

A Negotiable Receipt Indicates Ownership

GENERALLY speaking, a warehouseman is not liable for making delivery of stored goods to a person holding the negotiable warehouse receipt, irrespective of the fact that another person may have paid storage charges and loans due on the goods and at one time had authority to take possession of the goods.

In *Levy v. Terminal Warehouse Company*, Philadelphia, 183, Atl.

102, it was shown that in 1933 a man named Ellman deposited with a warehouseman two lots of imported beer. Certain charges were owing on the merchandise for freight, duty, etc., and Ellman arranged with the warehouseman to advance funds to him to pay these charges. Accordingly, Ellman received a loan of \$620.57 on the lot of 401 kegs, and a loan of \$804 on the other lot of 402 kegs.

The warehouseman issued negotiable warehouse receipts to Ellman for each of these lots. Both receipts were indorsed in blank by Ellman, deposited with the warehouseman as collateral for the loans, and attached to the notes of Ellman.

Some time later Ellman arranged with a man named Levy to dispose of the beer, and Ellman wrote a letter to the warehouseman authorizing the latter to deliver to Levy 800 kegs upon payment by Levy of the storage and other money due. The following day Levy withdrew 200 kegs and paid all charges due. Soon afterward Levy withdrew another 200 kegs, paying all accrued charges. Within a few weeks thereafter Levy paid all charges, loans, etc., due the warehouseman on the remaining kegs, and the warehouseman issued a receipt in full to Ellman, as the warehouse account had remained in Ellman's name.

Levy withdrew all but 183 kegs, and before he withdrew this last lot Ellman wrote to the warehouseman revoking the previous letter in which he had authorized the warehouseman to deliver the merchandise to Levy on payment of all charges due. Soon afterward Ellman demanded and received delivery from the warehouseman of all the remaining 183 kegs, although Levy had previously paid all accrued charges on the kegs and had authority at that time to withdraw the kegs.

Levy sued the warehouseman for full value of the kegs, amounting to several hundred dollars. He based his right to possession on the Ellman order, the payment of the loans and charges to the ware-

houseman, the requisitions issued by the warehouseman, and the agreement between Levy and Ellman. Also, Levy contended that the warehouseman could not legally make delivery to Ellman because Levy had previously paid to the warehouseman all loans, charges, and interest due on the kegs.

The lower Court held the warehouseman liable, but the higher Court reversed the verdict; and in holding the warehouseman not liable, said:

"When Ellman revoked the appellee's [Levy's] authority, the appellant [warehouseman] could recognize no one excepting the legal owner of the kegs, Ellman, in whose name the negotiable warehouse receipts were issued, and in whose name the account was at all times carried on the books. . . . For the appellee [Levy] to recover from the appellant [warehouseman] in this case, he must have had either a right actually in possession, or a right immediately to take possession; it is not enough that it be merely a right of action, or a right to take possession at some future time, or a right to have taken possession at some time in the past."

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When Receipts Are Pledged

ON the other hand, it is important to realize the distinction between a pledged warehouse receipt and a letter authorizing the warehouseman to deliver stored merchandise to a specified person.

Various Courts have held that loans to finance the purchase of goods, particularly bulky merchandise, may be secured by pledge of bills of lading or warehouse receipts, which will be valid against the owner of the receipt or against any third person if made in good faith.

Another important rule of the law is that while warehouse, and other corporation, officials may be personally liable for losses resulting from filing false reports or statements of financial standing, yet a statement which is not actually false but merely incomplete does not result in liability.

For example, in *Orvis v. Jackson*, Boston, 194 N. E. 89, a corporation pledged warehouse receipts to secure a loan. Later the corporation officers signed and swore to a certificate that was filed in the office of the Secretary of State and in which was listed the assets of the corporation. Instead of specifically listing the pledged receipts, the report was made to read "Cotton held for Mills."

The legal question arose as to whether filing the certificate of assets with this notation constituted a

"false representation" which might result in the officers being personally liable; and also as to whether the pledge of the warehouse receipts was valid and effective.

It is interesting to know that the Court held the pledge valid, but refused to hold the officers liable.

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Temperature, Ventilation, in Cold Storage Plants

THE legal duty of the owner of a cold storage warehouse is to exercise ordinary good care and judgment to prevent loss of or damage to stored perishable merchandise. Without this law, the storage of perishable products would be but a risk or venture. In other words, the warehouseman, like a common carrier, has absolute control of the goods. The owner has no opportunity, except perhaps by permission, to observe conditions, and no power to alter them.

Accordingly the Courts have adopted the legal rule that a cold storage warehouseman is bound to supply the proper temperature, efficient ventilation, and the like, to prevent deterioration of perishable goods.

In *Roberts v. General Cold Storage Company*, Philadelphia, 183 Atl. 71, it was disclosed that a warehouseman accepted for storage a large quantity of pips, or imported flower bulbs, that had to be kept in frozen condition to prevent sprouting or deterioration.

The cases were stacked, one on the other, with no strips between except the cleats on the cases, which were approximately one-half inch in thickness. There was testimony to the effect that the cases were improperly stacked; and that, on account of the resulting lack of circulation of air, the bulbs generated heat, thawed and sprouted.

The owner sued the warehouseman to recover full value of the bulbs and alleged that the loss resulted from the warehouseman's negligence in failing to exercise such care as a reasonably careful owner of similar goods would have exercised under the circumstances, or more specifically "in failing to maintain a sufficiently low temperature in the rooms in which the said goods were stored."

The warehouseman attempted to avoid liability by introduction of testimony proving that the temperature in the rooms in which the bulbs were stored never exceeded 30 degrees; that he followed expert advice as to the correct storage temperature; and that there was no negligence on the part of the warehouse employees in the method of stacking the cases.

In holding the warehouseman liable in damages, the Court said:

"While in the exclusive possession of the appellant [warehouseman] plaintiffs' pips thawed and sprouted. This result, the jury could properly conclude from the evidence, was produced by improper storage and inattention, as well as by the failure to maintain a proper temperature."

In the case of *Nixon & Company v. Herbert*, Virginia, 149 Va. 131, the owner of stored apples filed suit against a cold storage warehouseman to recover damages for loss and damage to 4,577 barrels of apples stored in a cold storage warehouse. In that case the Court stated the law as follows:

"One who commits his apples to a cold storage has the right to expect—not preservation, for that is impossible beyond a certain period—but a prevention of decay for a reasonable period, depending upon the circumstances of each particular case."

Another important point of the law is that under all circumstances of loss of or damage to stored perishable goods, the jury will consider all testimony and render its verdict in favor of the warehouseman if the evidence indicates that the warehouseman used ordinary care to safeguard the stored merchandise.

For illustration, in *Leidy v. Quaker City Cold Storage & Warehouse Company*, 180 Pa. 323, the owner delivered to the warehouseman a large quantity of chickens and squabs for preservation by means of cold storage. When the goods were removed, a considerable part of them was seriously damaged by mold and decay. Whether the defective condition of the goods was due to negligence by the warehouseman in their preservation, was held, under all the evidence in the case, to be a question for the jury.

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When Truck Route Is Already Satisfactorily Served

UNDER all circumstances, a Public Utility Commission may refuse to issue a certificate authorizing the owner of a motor truck to transport freight over a specified route if the testimony indicates that the route is being satisfactorily served. Moreover, it is useless for an applicant to appeal to a higher Court unless he can introduce convincing testimony that the present carriers are not furnishing adequate service.

In *Boak v. Public Utility Commission*, Troy, Ohio, 200 N. E. 127, the holder of an irregular route certificate authorizing transportation of freight on demand of the public, over irregular routes to and from Troy, applied for a certificate of

public convenience and necessity to transport property, as merchandise and other goods, over a regular route.

The Commission found that existing carriers were furnishing adequate and sufficient service to meet the public convenience and that necessity did not require that a regular route certificate be issued to applicant. The higher Court sustained the decision, saying:

"It is ordered and adjudged that the order of the Public Utilities Commission is not unlawful and unreasonable...."

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Ownership Presumed by a Bill of Lading

THE ownership of shipped merchandise is presumed to be in the party whose name appears on the bill of lading. However, proof that the goods do not belong to this party may be introduced to establish the true ownership.

In *Pacific Agency v. National Corporation*, Rutland, Vt., 182 Atl. 19, the ownership of certain shipped merchandise was litigated. In holding that all testimony relevant to the true ownership of the goods could be introduced, the Court said:

"The fact that this company was the consignee named therein was *prima facie* evidence that it had the title. . . . It was the 'presumptive owner.' . . . But this 'presumption as to ownership' . . . may be explained or rebutted by other evidence showing where the real ownership lies."

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Responsibility Under Conditions of Flood

LEGAL EDITOR, *Distribution and Warehousing*: Recently the river close to our warehouse rose rapidly. Before it reached the danger line we began to move goods from the warehouse, but the river rose thirty feet above the high water mark, and many items were damaged for the reason that we could move heavy goods from the basement only by use of the elevator and it stopped before we could get all goods moved. Can you consider this an act of God, which will relieve us from liability? Also, kindly advise us what we should do.

Answer: Courts have defined an act of God to be an "irresistible physical force" which is not "perceptible" by either ordinary or extraordinary human foresight, care or indulgence. Therefore it is quite apparent that as to whether the damage was caused by an act

of God depends on the answer to the question: did the river ever before rise with such rapidity, and did it ever before stop operation of the elevator?

However, in your case, as you are a warehouseman, your liability does not depend on whether the damage was done by an act of God. You are not liable unless the damage resulted from your own negligence. If you used that degree of care which would have been used by the average warehouseman, under the same circumstances, then you are not liable. Knowing as you do the river situation, you will be able to determine your liability from these facts of the law.

Inasmuch as the loss is heavy, you should at once consult a local attorney experienced with warehouse law, and he can notify the various owners of the damaged merchandise in proper legal form. You should at once proceed to do everything within your power to reduce the damage to the merchandise, and to prevent increased damage, as well as to notify the owners of the damaged goods of the exact situation.

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Responsibility Under Warehouse Receipts

LEGAL EDITOR, *Distribution and Warehousing*: We have been distributing seed of different kinds and at present one of our customers holds a receipt for 1050 pounds of red clover seed, and we have in our warehouse only 1500 pounds of alfalfa seed. The customer has at different times changed seed from different size bags to others. What is our legal status?—General Warehouse.

Answer: If the receipt that you hold is non-negotiable, then you may introduce testimony proving that you delivered all of the red clover seed you received from your customer, and you will not be liable on the receipt.

If the receipt is negotiable and the customer at present holds the receipt, you may also relieve yourself from liability by introducing testimony proving that the customer has received delivery of all of the red clover seed he stored with you. However, if the customer has pledged the negotiable receipt, or endorsed it to another, then you are liable on the receipt.

With respect to collection of storage charges, you cannot hold the alfalfa seed or sell it to recover charges due on another lot of seed. When a warehouseman gives up possession of merchandise, on which charges are due, he must sue and recover from the customer, but he cannot legally hold and sell other stored goods.

Selling Goods for Charges

LEGAL EDITOR, *Distribution and Warehousing*: We accepted from an outside transportation company a lot of furniture which we placed in storage one and a half years ago. At that time we did not issue a receipt to the owner because the company gave us only the pick-up address, and we were unable to contact the real owner. Now, we desire to sell the furniture to secure the storage charged due. Can we do so without liability?—as we have endeavored to notify the owner, but the letter was returned undelivered.—Brothers Warehouse.

Answer: Several legal inquiries on this same subject of the law recently have been received. The answer to this and similar situations is:

Before accepting goods for storage, from any but the real owner, be certain that the person or company delivering the goods is financially responsible, and obtain a contract by the terms of which the person or company delivering the goods assumes full and complete responsibility for payment of storage charges. The following is a proper contract form:

March 27, 1936. New York, New York.

"We, the undersigned, today placed in storage with [name of storage company] located at [street and city address] a lot of goods as follows: [include list here]

"The owner of these goods is [name and address of owner]. We placed these goods in the above mentioned storage warehouse because [give full and complete reasons here].

"We guarantee that the above mentioned owner will pay all storage and other charges on said goods; and if said owner fails to pay the charges, we will pay the same immediately upon demand from said [name of storage company].

"Signed at New York, N. Y.

.....

Official Signature

You may also have the transportation company act as agent of the owner in accepting the receipt for the purpose of delivering it to the owner.

If the transportation company acted as agent for the owner, the situation is the same as if the owner placed the goods in storage. However, if the owner did not authorize the transportation company to store the goods, and does not know where the goods are located, you cannot sell them without liability. Under these conditions the transportation company is obligated to pay your charges and take possession of the goods.

THE PARADE OF NEW PRODUCTS

Current Expansions Among Industries as Reflected by Sales and Advertising Campaigns

John G. Paton Company, New York City, is conducting an advertising campaign over Station WOR, through New York newspapers, etc., advertising its Golden Blossom honey for use in sweetening coffee.

International Milling Company, Greenville, Tex., maker of Monogram flour, is constructing new storage tanks at its plant, which will have a capacity of 500,000 bushels.

Soy beans will be processed at the rate of between 400,000 and 500,000 bushels a year by the Clinton Company, Clinton, Ia. The company up to this time has processed corn only.

Riona Products Company, McAllen, Tex., is planning to build a plant which will have a capacity of 500,000 cases of canned goods yearly. Among the products to be processed will be grapefruit juice, grapefruit hearts, green beans, tomatoes, spinach, lima beans, and other vegetables.

Morton Salt Company, Chicago, is marketing in Alexandria, Va., for the first time its "Quick Freeze Ice Cream Salt," selling in 4-pound packages for 10 cents.

General Motors Corp. has patented an idea for an ice-cream confection encased in a toy rubber balloon. The latter is applied to the confection only after it has been telescoped upon itself to form a double-wall container, closed at one end and open at the other. The telescoping gives more convenient access to the ice-cream inside. The double thickness of the rubber provides better heat insulation, prevents excessive melting, and protects the hands from excessive cold.

Pet Products Co., Inc., Indianapolis, is going to manufacture "Dude" dog shampoo. The Federated Sales Service, Boston, has been named to help build up a national sales force of manufacturing agents for the new firm.

Bonner Manufacturing Co., Detroit, will manufacture chemical products. They include "Odor-Go" deodorant, a spray for use in dispelling unpleasant odors from the house; and "Extermo," an odorless insecticide.

William Peterman, Inc., New York City, will launch an advertising campaign in daily and weekly newspapers and national magazines on its roach food and ant food.

A new citrus-marketing organization is made up through merger of the distributing activities of the Placentia Orange Growers' Association, the Placentia Mutual Orange Growers and Bradford Brothers Co. The organization handles between 3000 and 3500 car-loads yearly and retains its affiliation with the California Fruit Growers' Exchange.

John E. Cain Co., Cambridge, Mass., has been appointed New England distributor for Han-Foo chicken chow mein, packed by the Hanson Food Associates, Syracuse, N. Y.

Four major cooperative fruit associations of Washington and Oregon, the joint formation of Pacific Northwest Fruits, Inc., will merchandise apples. The four are the Wenatchee-Okanogan Cooperative Federation (Wenoka), Wenatchee; Skookum Packers' Association, Wenatchee; Apple Growers' Association, Hood River, Ore.; and Yakima Fruit Growers' Association (Big Y).

American Can Co. in cooperation with the Bear Creek Cooperative Winery, Lodi, Cal., is experimenting on the merchandising of wine in tin cans. Several types of lacquer on the inside of the tin cans are being tested.

H. C. Brill Co., Newark, N. J., is now marketing its "E-Zee Freeze" preparation for making ice-cream in liquid form, packed in cans.

National Advertised Foods, a Detroit organization representing about sixteen manufacturers of nationally advertised products, has started a cooperative advertising campaign whereby the various food products will be pushed through 100 large local markets and approximately 600 smaller units. This organization is not a voluntary chain, but acts solely as merchandising promoters for the manufacturers.

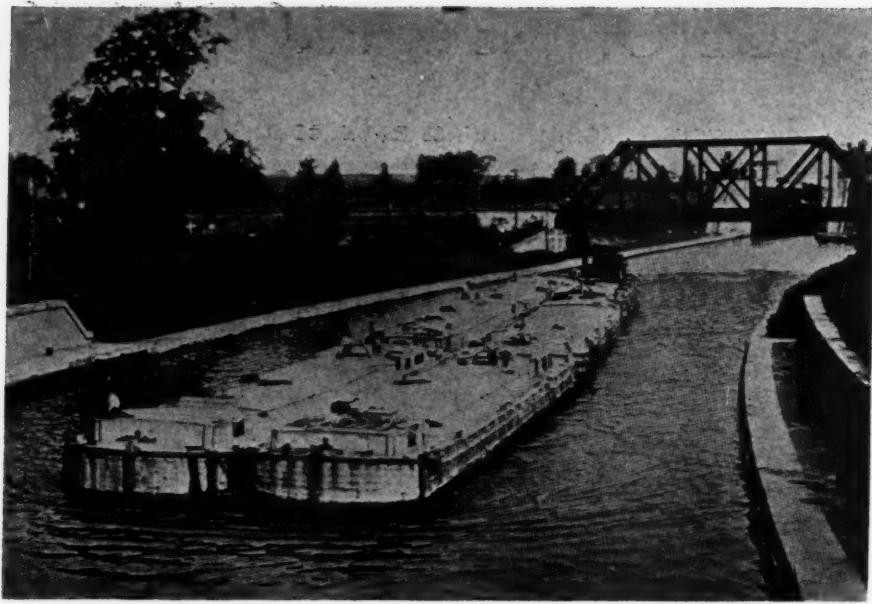
The Foodomatic Corp. has been organized to operate a nationwide chain of "griddle stores." The company is a subsidiary of the Kinley Drug Co., recently established by A. C. Allen, Harry Kaufman and S. Simons, former executives of the Whelan Drug Co. Headquarters at Chanin Building, New York City.

Tintex Company, makers of tints and dyes which are distributed by Park & Tilford, has inaugurated its biggest advertising campaign—in approximately 125 newspapers in 90 cities.

Aluminum Goods Manufacturing Company, Manitowoc, Wis., begins in May a special campaign, in newspapers in the larger markets, featuring "Mirro" aluminum wear.

F. E. Barr & Company, Chicago, are conducting a test campaign in newspapers in a limited number of mid-West cities for "Boracetine," a new alkaline mouth-wash.

A campaign in an extended list of newspapers on liquid E-Zee Freez in cans will be started this month by the H. C. Brill Co., Newark, N. J. The new product, which freezes into ice-cream in refrigerators, comes in six varieties. Last year more than 15,000,000 packages of the powder E-Z-Freez were sold.



Fleet of wooden barges approaching a lock on the Erie Canal.
(Courtesy of Commissioner of Waterways of New York)

Routing Bulk Freight via Inland Waterways

***Do not overlook Canal and Great Lakes
transportation when trying to cut costs
of distributing merchandise***

By H. A. HARING

DURING the first week of June, 1935, a manufacturer of roofing in the New York area received through his sales agent at Duluth a contract for roofing material to cover a group of three large buildings. When the papers came to the manager's desk for counter-signature his eye "stopped" at the paragraph headed "Routing Instructions." The purchaser had altered the usual printed form by specifying that the maker should deliver to a certain "barge line operator" instead of a railroad.

In all his experience in the New York area this manufacturer had never made an inland shipment by water, although of course his company had loaded for coast-wise movement all the way from New England to the Pacific States.

Investigation revealed that the Duluth shipment was large enough to pass the waterways minimum lading of 250 tons and that the purchaser would save approxi-

mately \$600 in freight charges. Time sufficient between ordering and need for the roofing made possible the slow movement by water. The goods therefore traveled by barge from New York to Buffalo through the Erie Canal, at Buffalo were transshipped to lake vessel, and in that carried to Duluth.

With the month of May now upon us, the importance of inland waterways for cheap movement of freight should enter the planning of any sales or traffic management.

Water movement, where bulk is large and where time is not essential, will often cut transportation costs by a third or a half. Such a saving is worth while. Yet, odd to say, many freight shippers in New England and the eastern States seem not to know how the economy lies right at their doorstep.

Until the depression turned everyone's thoughts to cutting costs, the total tonnage over inland waterways

was never of consequence so far as miscellaneous freight was concerned.

Take the Erie Canal, just mentioned in this routing. Although the enlarged canal has been open for twenty years, the tonnage of package freight was ridiculously small until about 1931. That year it more than doubled; it doubled again the next year, and has continued high ever since. Through all the years to 1931, wheat had been the chief commodity. Today sugar and canned goods rank high; automobiles in semi-finished condition are also important, as they move from Detroit to the New York riverfronts for final fabrication; chemicals and petroleum products are important commodities. Potters' clay and fertilizer, cocoa and chocolate, lath and shingles, insulating and fibre board, newsprint paper and corrugating paper, feed and potatoes, roofing and floor covering—with a host of others—now move in large volume.

The important automobile makers of Detroit have their own barge-steamships of 300 feet length with oil-burning engines. Because of the low bridge clearances along the canal east of Buffalo, all superstructures of these barges are "collapsible"—the pilot house sinking into a well through the deck, and the stacks and masts folding flush to deck when passing under obstructions. Ability to manoeuvre in narrow channels, or at terminals, is made possible by dual rudders so placed that the vessel may be turned with little forward motion. These modern boats carry automobiles eastward. For the return trip they transport imported materials for the owners; and, in order to obtain revenue cargo, offer their capacity to any shipper who has bulk goods destined to any port on the Great Lakes not beyond Detroit.

Through Billing

In addition to these boats, a score of barge-and-vessel agencies provide through billing and through handling to any one of the 400 ports of the Great Lakes, in either direction, to connect with any point in the East. As a rule the cargo must be transferred at Buffalo between lake-vessel and canal-barge; but even this is not necessary, as several concerns operate motorships, like those of the auto makers, without transshipment of goods en route.

On the Lakes themselves, freight terminals have developed for better handling of miscellaneous freight. They are installing conveyors, tractors and trailers, cranes and hoists. Much of the goods which at one time went up the St. Lawrence in ocean-going bottoms for delivery at Lake ports is now to be found entering the Port of New York and thence reaching the Lake cities via barge-vessel. This seems to be especially true with sugar and canned goods originating either in Cuba or on the Pacific Coast. One of the principal sugar companies tells me that in 1935 more than a half of its tonnage was thus handled (for Chicago and other Lake cities); whereas, until 1933, all had gone up the St. Lawrence.

Distinct Advantages

What others do with profit to themselves, any shipper may do for himself.

In many of the port cities, both on the Great Lakes and along the Mississippi-Missouri-Ohio Rivers, a warehouse with waterside facilities has a distinct advantage. It is customary for the water carriers to allow 3 cents per 100 pounds, much as the railroads now allow 5 cents to a shipper who picks up and delivers for himself the 3 cent allowance being available to any shipper who stores alongside the dock. This is for the reason that ordinarily the water carrier will make truck delivery of the goods at destination; and, where delivery is completed in a single handling, a saving is made. This is passed on to the shipper in the form of an allowance.

One of the most frequent inquiries received by *Distribution and Warehousing* from distributors of goods relates to "waterside facilities." Our annual Directory does not always furnish this information because the warehouses have neglected to report it. A distributor, shipping over the inland waterways, must have this information in order intelligently to select his warehouse.

In the fast development of our railroads, inland waterway transportation fell into disuse. Speed was essential—either actually or because we thought so—and during all the years of wide profit margins, no

(Continued on page 46)

For Fertilizer and Fertilizer Materials the Waterways Tariffs Are Somewhat Complicated, as Shown Here:

FERTILIZER AND FERTILIZER MATERIALS, N.O.I.B.N., in bulk or bags.

Minimums:

From Baltimore:

Barge Minimum—Bargeload.

Motorship Minimum 400 G.T.

From Other Points—See Conditions Column.

From	To	Conditions	Rates per G.T.	
			Barge	Motorship
Baltimore Md.	New York Canal Ports and	F.I.O.		
	Buffalo N. Y.	Shippers to load at rate of 800 G.T. per day. Demurage at \$100 per day thereafter	\$2.80	\$3.00
	Cleveland Ohio	F.I.O.	3.65	3.85
	Wallaceburg Ont.	F.I.O.	3.80	4.00
	Chatham Ont.	F.I.O.	3.30	3.50
	Welland Canal Ports Ont.	F.I.O.	3.55	3.75
	Dunkirk N. Y.	F.I.O.	2.75	2.95
	Hamilton Ont.	F.I.O.	2.50	2.70
	Toronto Ont.	F.I.O.	2.50	2.70
	Port Hope Ont.	Carrier discharges to dock	2.50	2.70
New York N. Y.	Hamilton Ont.	NOTE—If unloading is performed by consignee 50c. per G.T. will be allowed for such service.		
	Toronto Ont.	Barge Minimum—Bargeload. Motorship Minimum 400 G.T.	2.00	2.20
	Port Hope Ont.	F.I.O. Minimum 750 G.T.	3.25	3.45
	Welland Canal Ports	F.I.O. Minimum 750 G.T.	4.25	4.45
	Points on N. Y. Canal, West of Medina, N. Y., to and including Buffalo, N. Y., and Fort Erie Ont.	F.I.O. Minimum 750 G.T.	4.50	4.70
Chicago Ill.	Medina, N. Y., and N. Y. Canal Ports east thereof			
	New York, N. Y., and intermediate Hudson River Ports			
	Delaware River Ports			
Detroit Mich.	Baltimore Md.			

F.I.O., above, means "Free In and Out"—i.e., the water carrier loads and unloads the goods without additional charge.

MOTOR TRANSPORT

Painting to Avoid Collisions

Light Colors
Preferable

PAINTING of trucks in colors to afford maximum visibility under all conditions is just one more important safeguard in the drive for prevention of accidents.

The thought is that rear-end collisions are quite frequently caused during bad weather, poor lighting,

etc., because of improper painting. Some colors absorb more light; some colors reflect more.

Rear-end collisions can be serious, especially with heavy equipment, which may have to stop on the open road where there are narrow shoulders or where the condition of the

shoulders forces the driver to keep his truck on the paved surface.

Heavily-laden trucks, unable to maintain high speed on grades, also are subject to rear-end collisions at night and in bad weather.

Lights often give poor visibility; and in addition it is difficult at night to gauge the speed of a vehicle ahead by red tail-lights and others that may be visible.

Several manufacturers interested in this subject have prepared the following information as to the percentage of incandescent light reflected by various colors:

	Per Cent
White (gloss)	84
White (flat)	82
White (eggshell)	81
Ivory White	79
Cream	74
Aluminum	73
Ivory Tan	67
Light Green	62
Yellow	60
Light Grey	59
Buff	55
Light Blue	52
Medium Green	49
Tan	48
Medium Blue	43
Orange	40
French Grey	32
Dark Red	14
Dark Green	10
Dark Blue	9
Black	2

It is obvious from the foregoing table that certain colors are preferable for truck-painting; and there is another consideration that is important and that is the finish. A dull surface is most desirable for diffusion of light from a large surface, such as a truck. A glossy surface reflects light beams, just as does a mirror. Therefore on curves and grades a headlight beam striking a glossy surface will not make that surface as easily visible as though the surface were a dull-finished one.

Consideration must be given also to contrasts. Greens and some blues probably would contrast little with woods and fields which would be



Illustrating lighter color shades used to assure safer conditions during night-driving. These two vehicles are painted with the product of Sherwin-Williams Co., which is making a study of this subject.

TRATION

Department Conducted by
F. Eugene Spooner

the background of a truck on the open road. Similarly, whites of various kinds, most desirable from reflection standpoint, would give no contrast against a background of snow or ice.

It has been suggested therefore that white or light-colored vehicles, for winter use, should have the rear end cross striped, at least the lower one-third, with black stripes, similar to the striping so often used on walls or poles or other objects abutting on the roadway at curves and other dangerous places.

The black stripes should be not less than 6 inches broad, to assure visibility. The stripes should be at a 45-degree angle so that they would not be confused with vertical or horizontal stripes or objects along the roadside. They should not occupy more than one-third of the space—in other words, they should be separated by twice their own width.

Various other suggestions are as follows:

Wheels, chassis, and other irregularly-shaped parts may be painted aluminum, which gives sharp and bright reflections on small areas and thus improves visibility.

To increase efficiency of a proper paint job, it should be frequently cleaned.

Where color schemes are important from an advertising standpoint, they should be so arranged

that the background colors are light and the lettering or striping is dark. The name of the company painted in block letters across the back of the truck might well serve the same purpose as diagonal striping.

Reflector buttons carry "high-light" spotting to its maximum efficiency. Names on trucks can be effectively outlined with these buttons.

Luminous paint has a tendency to peel and chip.

The American Trucking Associations, Inc., recommends that truck owners give serious consideration to this question of painting for safety. If the color scheme now used does not come up

to standard, then consider immediately the adoption of a new one; and as rapidly as the present paint needs refinishing, change over to the new color or colors.

In making such a change, it is recommended that a background be adopted that will reflect at least a minimum of 50 per cent of light, and wherever possible a color that is in the 60 per cent or higher class.

In the case of contract carriers, whose vehicles are painted according to the specifications of the customer, and a color scheme of poor visibility is used, permission should be obtained at least to repaint the rear-end with a "safe" color scheme.

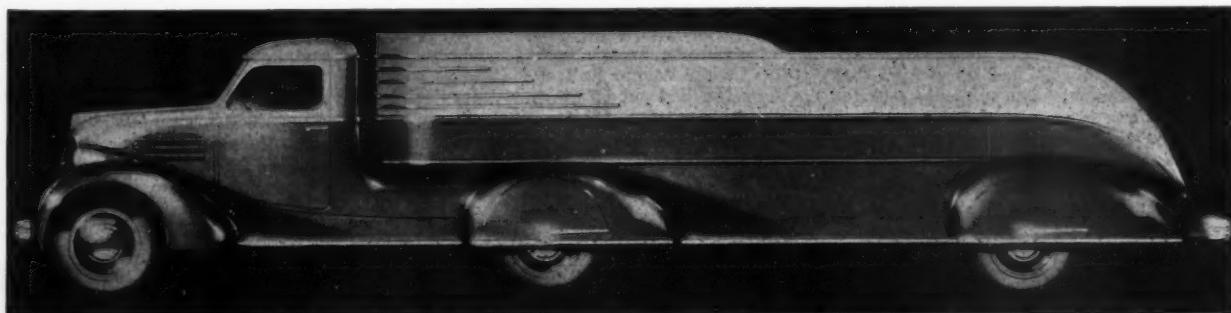
Expansion Plans of Motor Carriers

ESTABLISHMENT of motor truck terminals throughout the United States on a cooperative basis to facilitate the handling of highway freight is planned by the Motor Carrier Servicing Corporation, recently organized by a number of trucking concerns, forwarders and brokers. One of the founders is General John F. O'Ryan, New York City.

This servicing organization pur-

poses to offer more than fifty types of service to its members which they could not individually afford or obtain and which will be paid for out of savings from mass procurement of fuel and oil, equipment, insurance, etc., the residue to be returned to the members in proportion to their procurement.

One of the largest trucking transactions of the new year fore-shadows expansion of the All-American Motor Freight Lines,



Forecasting the trailer of the future. This steel panel body design by Fruehauf Trailer Co. illustrates how streamlining may be utilized not only to reduce wind-resistance but to enhance beauty, and therefore prestige-building value, of delivery fleets. Aside from high utility of rounded front, "eye-appeal" is sought. The modern-type chrome moldings accentuate the streamline. Skirted inset fenders add to smart appearance. Hinged at the fifth wheel, the tractor can turn at a 90-deg. to the trailer, facilitating handling in traffic.

Inc., Indiana corporation. Financing has been consummated with a New York banking house that involves more than \$1,000,000.

Immediate backing for the purchase of ten truck lines is declared to be assured, as well as construction of one of the most modern trucking terminals in the United States—in Chicago's near South Side. The terminal will be 500 feet in length and will have a loading platform that will accommodate 100 trucks at one time.

Truck lines already solely owned by this corporation include Indianapolis Forwarding Co., Ohio Forwarding Co., Eubanks Motor Express, and the All-American Motor Freight Lines of Illinois.

Options to purchase will be exercised on a truck line running from Chicago into Wisconsin and Minnesota, a second covering Michigan, a third covering Missouri, a fourth running into Iowa, and a fifth covering territory between Chicago and Denver.

A new truck terminal in New

York City is planned by the Keeshin Transcontinental Freight Lines, Inc. It will be one of the largest and best appointed freight terminals in the East, with all modern conveniences for the handling of freight on a large scale and including a very large loading dock.

The Keeshin organization is planning to erect in Chicago "the world's largest motor freight terminal" to serve as the principal link in the Keeshin group's national chain of such units. It will be adjacent to five principal railroad terminals south of Roosevelt Road at Clark Street, in line with the announcement recently by John L. Keeshin, president, that the new national system would afford ample opportunity for a fully coordinated truck-rail shipping service.

Mr. Keeshin said the terminal would be in operation in less than three months. Railroads adjacent to the terminal are the Pennsylvania, Baltimore & Ohio, New York Central, Rock Island and Pere Marquette.

According to Mr. Keeshin the

truck system will continue to make business deals with some of these railroads for a coordinated rail-truck service on the handling of freight through flat car trailer operation similar to that being instituted with the Chicago Great Western Railroad. No railroad company would be interested financially in the Keeshin organization, he stated.

The new terminal will have what is claimed to be the largest loading platform, where 268 trailers may be spotted at one time. It will have an immense garage and machine shop for the maintenance of equipment. The company claims it will have more thousand square feet of space devoted to trucking operations than any other individual terminal anywhere.

The company now has a payroll of 2512 and constantly growing, according to Mr. Keeshin. He declared the company's experience in flat-car trailer operation over the Rock Island Railroad to Davenport, Rock Island and Moline, had proven the success of this method of truck-rail shipping.

Denver Bureau Develops New Set-Up for Handling Tariff Distribution and Education

HEADS of newly established rate bureaus in many cities are, figuratively speaking, scratching their heads over the problems of binding and distributing the new tariffs, explaining their use to shippers, developing favorable newspaper publicity, and so on. The Denver Bureau, under the direction of J. F. Rowan, executive secretary of the Colorado Transfer & Warehousemen's Association, has worked out a highly efficient system for this work, details of which can be applied in almost any territory.

The Denver Bureau has released a bound book which contains all the various new tariffs affecting this territory. The sheets are bound in a heavy paper cover and fastened with lock screws so that supplements can be easily inserted at any place and yet the book will be durable.

Government regulations prohibit sale of advertising space on tariffs—but they don't mention covers. So the Denver office sold the three covers—inside of the front one and both sides of the back—to large automotive and supply houses. Only full page ads were accepted. They brought \$200 apiece, a total of \$600, which covers the cost of the tariffs and the covers.

With the tariffs being placed in

the hands of all operators and shippers of any importance, the advertising medium is an excellent one; space which the concerns approached was bought without a second thought. A heavy cost burden is thus removed from the shoulders of the carriers.

The book contains P.U.C. tariffs effective April 1; at the same time, rail tariffs were filed to conform with the new truck set-up. Also, a joint tariff with 45 intrastate line haulers—representing about 95 per cent of the line haulers in the State—and 46 irregular route common carriers and an interstate tariff containing rates to all points in New Mexico; to El Paso and some other points in Texas; to all of Wyoming except points along the Union Pacific Railroad (these to be handled out of the Salt Lake Bureau); and to all in Montana, the two Dakotas and Nebraska, and certain points east as far as Chicago.

To avoid duplication and promote general efficiency, all tariff distribution is being handled through the Bureau office. Tariffs are given free to all major shippers. The office keeps a permanent record of all tariff holders and mails them supplements from time to time.

Operators have to buy their own

tariffs at printer's cost. This arrangement was adopted because of the great variation in requirements of different operators. Some will need only one copy and others may require 25 or 50.

The bureau is compiling a list of major shippers, which will be submitted to all operators for possible additions. In cases where several operators serve one shipper and each one of them turns in his name, all but one request for mailing will be eliminated—doing away with unnecessary cost of duplication.

A mailing room has been set up to handle the large volume of work required. The work is handled with an Addressograph mailing list in which proper "kills" and additions are made from time to time and frequent checks made to avoid duplication. A postal permit has been obtained, and a stamp machine set-up is to be substituted for ordinary postage. It will save both time and expense.

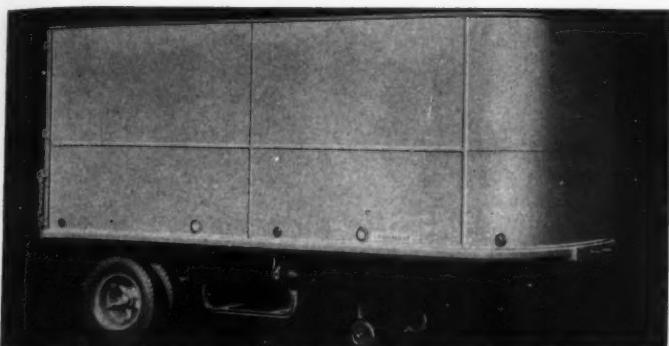
In large cities, as Denver and Pueblo, the first distribution is being handled by personal representatives of the Bureau—experienced men with a thorough background of information on both P.U.C. and I.C.C. regulations and tariffs. They take advantage of the distribution contacts to sell traffic

(Concluded on page 31)

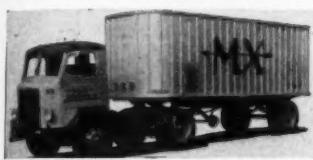
The FRUEHAUF TRAILER IS A "Natural" FOR

STORE DOOR

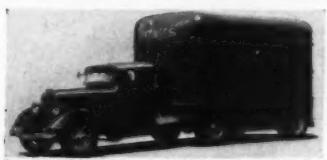
PICK-UP and DELIVERY



For city routes, this Fruehauf Semi-Trailer has proved most popular. Short overall length; fully enclosed; oval front for close coupling. Light, easy-rolling, flexible.



Motor Express Inc. uses a fleet of these sturdy large-capacity Fruehauf vans on long-distance operations.



Besides flexibility in tight spots, this deluxe Fruehauf provides definite advertising value for Macy's.



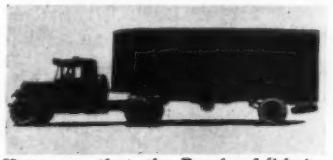
A tractor-trailer unit of this type means a saving of at least one-third in comparison with truck operating cost.



Whether you haul food or lumber, general freight or a single product, there is a cost-cutting Fruehauf available.



During loading and unloading, only the Trailer is left at the dock—the tractor works continuously.



Users say that the Fruehauf "Automatic" is the most satisfactory Semi-Trailer for railroad operation.



A complete treatise on store door pick-up and delivery equipment now on the press. Send for your copy—there is no charge or obligation.

FRUEHAUF TRAILER COMPANY . . 10936 Harper Ave. . . Detroit
Oldest and Largest Manufacturers of Trailers . Sales and Service In All Principal Cities

YOU can't "baby" haulage equipment in store-door pick-up and delivery work. The operations are "tough." The clock is always pushing you. Speed is vital. Traffic is crowded. Tight places at loading docks, narrow alleys, rough cobble-stone pavement—they're all in the day's work.

Professional transportation men everywhere use Fruehauf Trailers on these "tough" jobs—light units for the smaller stuff and heavy-duty units for the bigger loads. And Fruehaufs are "first choice" with these experienced operators because they "stand the gaff" and keep rolling—easily, economically.

So we're Headquarters for helpful advice on any store-door pick-up and delivery problem. There's just the right type of Fruehauf for you. Let's talk about it any time, any place that suits you.

THE TRAILER IS A "NATURAL"

Briefly, here's how tractor-trailer units compare with straight trucks of the same capacity:

FIRST COST—a tractor-trailer costs (avg.) 36% less. But in most cases, only one power unit is required for several Trailers, still further reducing initial investment.

OPERATING COST—a tractor-trailer unit operates (avg.) 38% cheaper.

TIGHT PLACES—a tractor-trailer unit need be only 6' longer than a truck of equal capacity. And it is "hinged in the middle"—its turning radius is that of whatever short wheelbase tractor is used, several feet less than that of a truck of equal body size. As one user says, "... we can get our tractor-trailers into places which are inaccessible to our trucks."

LOADING AND UNLOADING—the tractor-truck is quickly detachable. Each tractor pauses only long enough to drop one Trailer and pick up another. No trucks idle at the dock.

GARAGE EXPENSE—it is not necessary to garage Trailers; space need be provided only for the short tractor-trucks.

SAFETY—in case of fire, the tractor-truck can be quickly separated from the load.

PROFESSIONAL HAULERS USE MORE FRUEHAUF TRAILERS THAN ANY OTHER MAKE

FRUEHAUF TRAILERS

"Engineered Transportation"

All Whites Streamlined

Three Models Added—
Entire Line Modernized

LAST fall the White Co. announced modernized, streamlined versions of three of its lighter truck models, the styling being due to Count Alexis de Sakhnoffsky. In January two intermediate-sized models were similarly modernized, and now it is announced that the whole line of White trucks has been converted to the new style and also that three additional models in the 3½ to 6-ton range have been added to the line. Of the new models, Model 720, a 3½ to 5-ton truck, is listed at \$4,175 for the standard chassis; Model 722, a 4 to 6-ton job, at \$5,150, and Model 720T, which is designed specially for tractor service, at \$4,175.

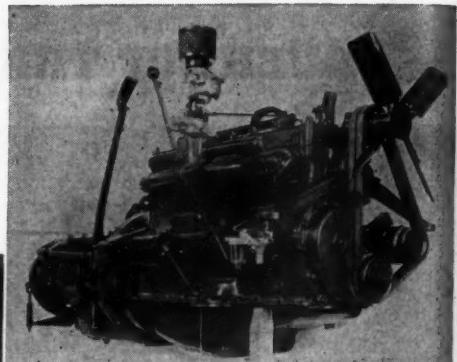
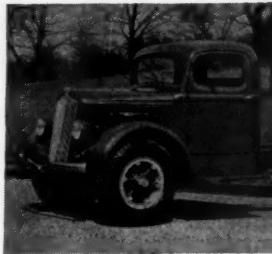
Wheelbases on both models range from 134 to 212 in. Both the 720 and the 722 are equipped with six-cylinder overhead-valve engines of the general design which has been used in White heavy-duty trucks for the past 6 years. Cylinder dimensions are 4 by 5½ and 4 5/16 by 5 1/4 in., and piston displacements 396 and 460 cu. in. respectively.

Wide-tread front axles are used, together with cam-and-lever steering. Both the 720 and 722 have the double-reduction rear axle with reduction by spiral bevel and herringbone gears. The axles are full floating and the axle shafts are fully ground. Load-carrying tubes are pressed into one-piece cast housings. The range of ratios for Model 720 is 7.22, 7.95 and 8.73, while that for Model 722 is 6.66, 7.74, 8.48, 9.5.

The standard tire equipment for the 720 is 9.00-20, with a maximum oversize of 10.50-22, and that for the 722, 9.75-20, with a maximum oversize of 11.25-22. Standard brakes on the 720 are of the White-Lockheed hydraulic type, operated by vacuum booster, with air brakes optional, while air brakes are standard equipment on the 722. Lining areas are 560 and 632 sq. in. respectively, ¾-in. molded lining being used. Emergency brakes are of the disk type, with four shoes.

Both models have alloy-steel frames, the side-rail section being 8 ½ by 3 1/16 by 5/16 in. on the 720 and 8 ½ by 3 ½ by 5/16 in. on the 722. Reinforcing plates are employed on chassis with wheel bases of 176 in. and longer.

New and more powerful engines



White Model 720 3½ to 5 ton truck with modern styling. Six cylinder powerplant of White Model 718 truck

are now used on the two models of intermediate capacity, the modernization of which by streamlining was announced last January. The engine on the 712 has cylinder dimensions of 3 25/32 by 4 ½ in., a displacement of 303 cu. in., and a maximum torque of 215 lb.-ft.; that on the 718 has cylinder dimensions of 3 ¾ by 4 ½ in., a displacement of 318 cu. in., and a maximum torque of 230 lb.-ft. Both of these six-cylinder engines have seven-bearing, counterweighted crankshafts, and White

patented combustion chambers which permit of the use of compression ratios of 5.5 with any standard gasoline.

A 12-in. clutch of the single-plate dry type, with automatic adjustment, is used. The 712 has a five-speed transmission with direct drive in the fifth, and the 718 a five-speed transmission with direct-drive in fourth, the fifth speed being an overdrive. Three of the five speeds are through quiet helical gears. The front axles used on these models have treads of 61 and 70 ¼ in. These wide treads, together with cam-and-lever steering, assure easy handling. The rear axle on the 712 is of the single-reduction, full-floating type with ground axle shafts and ratios of 5.11, 5.71, 6.43 and 7.17. On the 718 a double-reduction axle with the second reduction by herringbone gears is used; it is also of the full-floating type and has ground shafts. Both axles have pressed-in sleeves to carry the axle load. In the case of the double-reduction axle used in the 718, the ratios are 7.22, 7.95 and 8.73. The standard tire equipment of the 712 is 8.25-20, single front and dual rear, while that of the 718 is 9.00-20, single front and dual rear.

Safety Pledge for A.V.L. Drivers

IMPRESSED with the need for commercial cooperation with safety bodies trying to curtail traffic accidents and deaths, John L. Wilkinson, president of Allied Van Lines, Inc., has written a safety pledge to be signed by all drivers of this nation-wide organization, which is identified with the National Furniture Warehousemen's Association. The pledge follows:

"I solemnly pledge myself to obey traffic laws and the common courtesies of the road;

"I pledge myself to think of safety in terms of life and happiness, and of carelessness in terms of pain and death;

"I believe a minute lost in avoiding a possible accident will not change the course of business, the rotation of the earth, nor the permanence of my job;

"I believe, above all, that it is smart and praiseworthy to possess a reputation for caution instead of a reputation for daredevil driving;

"And finally, I pledge myself to practice what I preach."

The brakes are of the White-Lockheed hydraulic type and assure automatic equalization. They have large, double-acting hydraulic cylinders, ¾-in. molded lining and vacuum boosters. Air brakes are optional. Both models are furnished in wheelbases ranging from 130 to 226 in. Frames are heat-treated, the side rail section being 8 by 3 by ¾ in. Heavy reinforcing plates are used. The nominal tonnage rating is 3 to 4 tons for the 712 and 2 to 4 ½ tons for the 718.

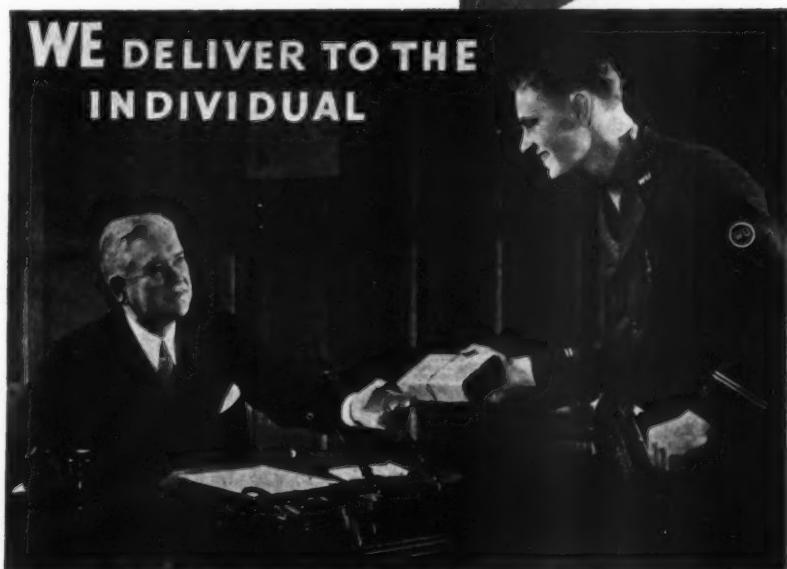
Add **WESTERN UNION** *to your
service*



TYPICAL WESTERN UNION DISTRIBUTION CENTER

INSURE impressive local delivery. Use smartly uniformed Western Union messengers under skilled supervision. Western Union's nation-wide facilities assure standard, quick and economical distribution. Ask for quotations on quantity deliveries of samples, packages and other light material.

**WESTERN
UNION**
Everywhere



Trucking, Alleging Railroad-Refates to Shippers, Asks Nationwide Pick-Up and Delivery Inquiry

(*Washington Correspondence*): The trucking industry moved on April 13 to place the national system of rail pick-up and delivery service under formal investigation by the Interstate Commerce Commission.

This action followed closely upon the industry's success in effecting suspension of new rail schedules filed to become operative April 1. These are now under I.C.C. scrutiny to determine whether the suspension should be made permanent, and it is the recommendation of the truckers that the entire question be probed simultaneously, turning the spotlight of inquiry upon the policy, practices and fairness of railroad pick-up and delivery, in a nationwide review.

First proposed for I.C.C. action is a motion that the Commission reopen and reconsider its decision to deny suspension of rail pick-up and delivery in the South and the West. With the proposed new schedules of the eastern roads already in process of review, the petitioning truckmen consider the time propitious for nationwide study.

Also recommended is cancellation of all rail tariffs which provide an allowance to shippers who perform their own pick-up and delivery service.

It is contended that investigation will show that there are wholesale violations of the Motor Carrier Act on the part of some of the interests now offering shippers a

highway freighting service. In the interests of equitable administration of the law, it is requested that these be ferreted out and proscribed. If this is not done, the petitioners warn, there can be no other result than strangulation of the trucking industry and nullification of the Motor Carrier Act.

The basis upon which the truckers ask the most extensive inquiry ever made into rail pick-up and delivery are set out in the petition, which lays the groundwork for a "fight to the finish," involving litigation in the Federal Courts if necessary. They are:

"The tariffs which are the subject of this petition are similar in form and effect to the Official Territory tariffs.

"The Official Territory tariffs were considered by the Commission as a whole and, after oral argument, were suspended on March 31, 1936, and an investigation ordered (I & S Docket 4191).

"All questions involving evasions and violations in connection with certificates of convenience and necessity, permits for sub-contractors, division of rates, proper payment for service, tariff publication, accounting, acquisition of control of motor carriers, covered by Part II (Motor Carrier Act, 1935); and discrimination, preferences, dissipation of revenues, rebates, etc.

(Continued on page 89)

I.C.C. Sanctions Carriers' Bills Subject to Its Own Prescription if Interested Shippers Object

(*Washington Correspondence*): Receipts and bills of lading drafted by truckers went into use on April 1 with the sanction of the Interstate Commerce Commission, but with the understanding that I.C.C. will invoke its statutory power to prescribe forms if shippers or other parties in interest object.

The Commission announced its intention to permit the operators to make trials with forms of their own composition; in a notice issued just prior to April 1 it was stated:

"Section 219 of the Motor Carrier Act requires common carriers of property by motor vehicle to issue a receipt or bill of lading for any property received for transportation by them in interstate or foreign commerce. The Commission is in receipt of numerous inquiries regarding the proper form and contents of receipts and bills of lading to be issued by common carriers of property in compliance with this requirement of the law.

"Such carriers in order to comply with the above requirements, must provide and have ready for use on and after April 1, 1936, appropriate forms of receipts or bills

of lading, the contents and provisions of which must be just and reasonable. The responsibility for including any unlawful conditions or provisions in receipts or bills of lading rests with the carriers.

"If experience proves that it is necessary for the Commission to take action in this matter, conferences and formal hearings may be held at which interested parties will have an opportunity to present their views.

"A bill of lading may not contain any condition or provision which purports to limit the liability of a common carrier of property by motor vehicle for any loss, damage or injury to the property transported, unless such carrier has been previously authorized by the Commission, after application, to establish and maintain rates dependent upon the value declared or agreed upon in writing as the released value of the property."—(H. M. Manning.)

Wisconsin Commission Reduces Common Carrier Freight Rates

A REDUCTION of approximately 10 per cent in Class 1 freight rates for Wisconsin common carrier trucks became effective on April 1, ordered by the State Public Service Commission.

New rates on freight classified in Class 1 under the Official Railroad Classification range from 25 cents for a 5 mile haul of 100 pounds to 31 cents for 25 miles, 40 cents for 50 miles, 47 cents for 75 miles, 55 cents for 100 miles, 68 cents for 150 miles, 81 cents for 200 miles, \$1.08 for 300 miles, and \$1.35 for 400 miles.

On the application of common carriers to be allowed to refund 5 per cent of the charge when consignee or shipper handles his own pick-up and delivery, just as railroads now do, the Commission ruled it would make a decision as the individual motor carriers applied for such rights.

Highway, not railroad, mileage shall determine distance of hauls, the order declared. The Commission postponed for later decision the request by motor carriers to have the national motor freight classification of freight substituted for the Official Railroad Classification.

Regarding rates to be charged for hauls made jointly by connecting motor carriers, the Commission ruled that the joint-line rate may not equal the single-line rate where a single carrier offers competition between points of shipment and delivery but must be the sum of the rates from each end of the haul to the connecting point.

Another

WAREHOUSEMAN BUYS A **HERMAN**



HERMAN MODEL FS 1200—WEIGHT OF TRAILER & BODY 5400 lbs.

HERMAN Alloy Steel Trailers embody new basic designs, new materials and new fabrication methods surpassing any other present day equipment.

The illustration above is only one of many models ranging in size from 1,000 to 1,500 cubic foot capacities.



**FOR SMARTER DESIGN - - -
MORE PRACTICAL USE - - -
AND LIGHTER WEIGHT - - -**

Investigate These New Alloy Steel Trailers

Because of their lower gross weight and built-in balance, Herman Alloy Steel Van Trailers require a definitely smaller truck to handle them, thereby reducing original investment with continuous savings in operating costs and insurance.

WRITE TODAY FOR COMPLETE DETAILS

THE HERMAN BODY COMPANY

4420 Clayton Ave. St. Louis, Missouri.

WHAT'S NEW

Shop Equipment
Accessories
Trade Literature

If you desire further information regarding products listed below, or copies of literature mentioned, we will gladly secure same for you. Just check the number in coupon and mail it to

DISTRIBUTION & WAREHOUSING

1—Truck Rim Wrench. Made in two pieces, one member serving as socket and shank, while the other serves as boss and handle or lever. Rugged, fits tool box, contains 6 socket sizes and gives greater leverage for large nuts. Also adapted for dual wheels. Retails for \$3. Made by Gunite Foundries Corp.

2—Diesel Starting Switch. A new series-parallel type designed for Diesel engines. Used with a 12-volt generator, two 12-volt storage batteries and a 24-volt starting motor. Maker, Delco-Remy Corp.

3—Valve Seat Reconditioning. The Vibro-Centric kit for reconditioning all types of valve seats is claimed to do the job on cast iron seats in 6-8 seconds, on hard

steel seats in 5-15 seconds and on Stellite truck inserts in 5-15 minutes. Has grinding speed of 12,000 r.p.m. with an automatic vibrating action to throw off particles which otherwise load the grinding stones and make frequent stone dressings necessary. Maker, Black & Decker.

4—Water Pump. A seal-pack type for replacement consisting of a patented Bakelite seal washer which is held in contact with the pump body by a bronze compression spring. A chromium-plated flange sleeve keeps the impeller properly spaced from the body of the pump, thus preventing drag and excessive wear. Maker, Aluminum Industries, Inc.

5—Automatic Brake Equalizer. Perfect equalization of all four mechanical brakes

at all times is said to be possible with the Premier system of hydraulic operation. A hydraulic system is inserted in each brake rod, the four units being connected in series by a high-pressure hose, which in turn is connected to a master fluid supply tank on the dash under the hood. Maker, Premier Products, Inc.

6—Balance Weight for Wheels. An inexpensive balance weight for wheels and tire assemblies, consisting of a short length of steel to which a spring clip is attached. The entire assembly weighs 1.9 oz. The spring clip is hooked over the rim flange, and with the aid of a hard fibre hammer is driven in between the rim and the tire, where it is held securely. Maker, Rubsam Corp.

KEEP POSTED ON TRADE LITERATURE

7—Brake Control. A 16-page booklet packed with information desired by any fleet operator interested in knowing the fundamentals of brake design in relation to vehicle performance. Designed primarily for the truck operator, well illustrated with charts, etc. Given free by Linderman Devices.

8—Skip Hoist & Drag Line Machinery. A complete catalog covering the line of elevating, conveying and power transmitting machinery made by the Palmer-Bee Co.

9—How the New Warner Electric Brake Works. A fully illustrated description of how this improved braking system for trucks and trailers works. Invented by the man who designed the Warner speedometer. This new electric system has twelve exclusive advantages, including safety, power, long life, reliability and low cost that every truck operator should be acquainted with. Takes less power to operate than a taillight. Maker, Warner Electric Brake Corp.

10—Truck & Trailer Size & Weight Restrictions. The 1936 edition of the laws regulating the size and weights of trucks and trailers. Collected from the public officials from each state and of the District

of Columbia. A handy reference for those whose trucks must cross state lines. Given free by the Four Wheel Drive Auto Co.

11—Truck Battery Data. A 16-page book completely covering all questions concerning battery selection, comparisons of practically all types, replacement data covering not only the latest truck models but older types as well. Also shows how to figure lighting load, starting load, etc. Published by E. F. Goodrich Co.

12—Tire Maintenance Manual. Tells how to secure the most mileage from your truck tires. Given free by the General Tire & Rubber Co.

13—Diamond Fibre Containers. A new 31-page catalog showing the complete line of containers, trucks, barrels, etc., made of Diamond fibre, a hard, dense, bone-like material. This material is made from pure cotton fibres chemically hydrolyzed. Light in weight, but tough and scuff-proof, this material is claimed to be an ideal product for use in containers of all kinds. Maker, Continental-Diamond Fibre Co.

14—Roofing Life Extension. A new 4-page

folder dealing with the question of increasing the life of roof coverings. The folder describes how Flexrock saturated cotton fabric and a special grade of asphalt add considerably to the life of roofs. Similarly, the same asphalt is claimed to be an economical solution to the problem of floor life. Folder published by Flexrock Co.

15—Text Book on Nails. A very interesting combined text book and catalog on nails consisting of 44 pages, profusely illustrated with every conceivable type of nail, the common defects in ordinary nails, how these defects can be overcome, analysis of nail, etc. A copy will be sent to anyone writing to the Angelo Nail & Chaplet Co., 4680 E. 71st St., Cleveland, and mentioning the name of Distribution and Warehousing.

16—Truck Maintenance Analysis. A thorough breakdown of the problem of keeping trucks in good condition and designed to give operators an opportunity to raise efficiency standards in maintenance programs. Published by Stewart-Warner Corp.

17—“Cutting Distribution Costs with Motor Trucks” represents a valuable collection of facts to guide warehousemen and motor freight operators in selecting the most economical types and sizes of hauling equipment. Published by General Motors Truck Co.

18—Boiler Problems. An engineer's analysis of certain typical boiler problems and what to do. A brief but comprehensive discussion, profusely illustrated and containing technical information of value to operators. Pocket size and a ready reference. Sent free by L. J. Wing Mfg. Co.

19—State Restrictions on Motor Vehicle Sizes and Weights. An analysis for the benefit of highway users engaged in Interstate truck operation, giving in illustrated chart form practically every bit of information that is needed in order to know whether trucks of given size, weight, length, etc., can legally pass through one state or others. The information has been compiled by the National Highway Users Conference, National Press Bldg., Washington, D. C. and has been brought up to date as of Oct. 15, 1935. The price per copy is \$1.00.

Distribution & Warehousing,
249 W. 39th Street,
N. Y. City.

Please have forwarded to us without obligation complete information covering products or literature checked below:

1 3 5 7 9 11 13 15 17 19
2 4 6 8 10 12 14 16 18

May

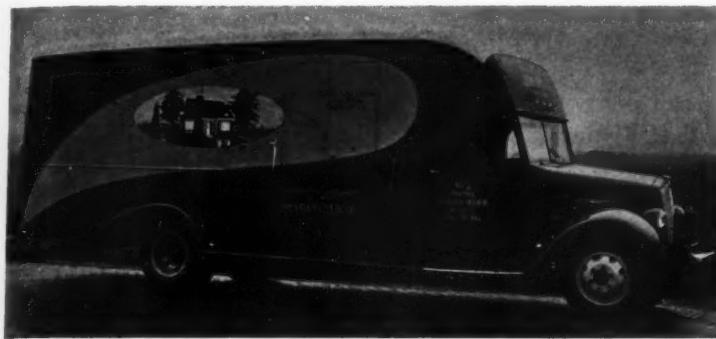
Signed Company

Street

City..... State.....

LEADING THE FIELD

the advantage of experience



Gerstenslager Vans assure more strength with less weight, last longer and cost no more.

**Superior Construction
Modern Design
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Many would accept no substitute.

Let us quote you on your next van.

THE GERSTENSLAGER CO. Estab. 1860 Wooster, O.

The Only Exclusive Van Body Builders in the U. S.

PIONEER BUILDERS OF ALUMINUM VANS

Denver Tariff Bureau
Develops New Set-Up

(Concluded from page 24)

managers on the idea of truck transportation.

This educational work is being carried further by Mr. Rowan in talks before businessmen's organizations. He has already given one such address before the Denver Commercial Traffic Clubs. He outlined completely the why and wherefor of Federal and State regulation and coordination of the trucking industry and the advantages the shipper would gain from it.

One of the points he stressed was the fact that this regulation will result in stabilized commodity prices, as there will be no unfair variation in transportation rates. This means less price competition and more reliable service for the customer. He pointed out also that when the transportation business was directed into the right channels—reliable, well-regulated agencies—efficiency could be increased. The shipper will save both through more certain service and the fact that, under proper regulation, operators can correctly determine the safety with which rates may be reduced.

He further stressed the idea that there was no such thing as a legit-

imate back-haul; that the cost of transportation must be determined by the cost of mileage, not the direction. He frankly accused traffic managers, as a whole, of "dickering," and pointed out why it was not good business from their standpoint. He cited a case, brought out in a recent rate hearing, in which one operator who showed a cost of 22 cents per hundred was trying to justify a 20-cent rate to a large packing house, claiming it yielded him a profit. The fact was, Mr. Rowan pointed out, that other shippers were paying for that reduction—a reduction made to get tonnage.

Shippers Dealing with Motor Carriers Should Demand Proof of Tariffs Filed with I.C.C.

NOW that the Motor Carrier Act is in full effect, added responsibilities are placed on every shipper as well as on carriers.

Shippers should demand proof, from every interstate carrier with whom they deal, that the carrier has a tariff or schedule of rates on file with the Interstate Commerce Commission. *Bona fide* copies can be requested. Strict compliance with the conditions named in the carrier's tariff will be the wise course of action. These

copies will show the name of the carrier, effective date of the issue, and an I.C.C. number. Supplements should indicate effective dates; in case of doubt, it may be well to ascertain whether the carrier in question is a party to the tariff to which the supplement is issued.

In the case of the carriers, uniform bills of lading must be used.

Carriers should not invest in large quantities of these uniform bills of lading until they are certain that it is the right form and accepted and approved by the I.C.C. The American Trucking Associations, at Washington, will supply the proper form at a reasonable price and for much less than they can be printed outside.

Under the Act, credit cannot be extended for longer than 30 days under any circumstances. No insurance requirements have as yet been promulgated. No new service or extension of service may be started without permission by the I.C.C.

If carriers find that their competitor's rates are lower than theirs and that he is getting some of the business, then they should write or wire the I.C.C. Motor Carrier Bureau for permission to meet his rates. Without this permission, deviation from the tariff will bring heavy penalties.

Eastman Would Handle Unemployment in Transportation Fields Under an Amendment to Social Security Act

(*Washington Correspondence*): Federal Coordinator of Transportation Eastman has recommended to Congress that it legislate a proposed "Transportation Unemployment Compensation Act."

This measure would be in the nature of an amendment to the Social Security Act, to handle completely and more specifically the problems arising in the handling of the unemployment situation in the various transportation fields. Because of the complexity and expense to operators involved in compliance with the provisions of the Social Security Act, Mr. Eastman recommends that special legislation be enacted to deal solely with this problem. Under the terms of the proposed law, truckers would be exempt, as would other carriers, from the State job insurance requirements as set forth in the Federal security statute.

"This bill may be regarded as a sequel to the Social Security Act," to quote Mr. Eastman. "That Act enables the States to set up systems of unemployment compensation without fear that the employers affected will be unfairly burdened in interstate competition. In the case of transportation employees there are excellent reasons, fully stated in this accompanying report, why the system of unemployment compensation should be set up by the Federal Government rather than by the States, and the bill proposed provides such a system. It should be understood that this bill will not add to the financial burdens of the transportation companies now subject to the Social Security Act. All that it does is to provide a means whereby unemployment compensation for the employees of this national industry can be administered uniformly and efficiently on a national basis."

Funds to carry out this program would be obtained from levies on the operators' payrolls, consisting of 1 per cent for 1936, 2 per cent for 1937, and 3 per cent for 1938, and thereafter as fixed by the Social Security Act. In any event, the cost under this new program would not be more than the cost for unemployment benefits under the enacted Social Security Act, Mr. Eastman claims.

Affected by this proposed program would be all the employees of the various types of interstate and foreign commerce transportation, numbering approximately 1,564,000 workers, with a total annual payroll estimated to be \$2,224,249,000, based on 1934 figures.

Of this number, 183,000 are covered in the trucking field, engaged in intercity-interstate trucking and in auxiliary pick-up and delivery service. The annual total payroll for this group is estimated to be \$216,350,000.

A new principle of unemployment benefits is involved. Rather than basing the amount of benefits to be received by the individual jobless worker on the time losses sustained by him, the new program calls for benefits based on the wage losses as a result of unemployment.

It is hoped that by this method the necessity for keeping complicated sets of records will be done away with.

Under the Social Security law, benefits are based on 50 per cent of the individual's earnings, usually full time, up to a given maximum for a stated number of weeks. The proposed transportation Act would pay benefits on a half-monthly basis, equal to five-eights

of the amount by which the loss of earnings because of unemployment exceeds 10 per cent of monthly earnings. In effect, this means that the part-time worker would receive benefits only when his earnings from work fell below 80 per cent of his average earnings, and that the totally unemployed worker would receive benefits equal to 50 per cent of his average wages.

These benefits would continue to be paid until the jobless worker received an amount equal to one-twelfth of the total wages for the previous two years. Inasmuch as wages in excess of \$150 a month are not counted either in determining the monthly or total earnings, benefit payments could not exceed \$37.50 per half-month or \$300 for one benefit year, according to the plans drawn up by O. S. Beyer, director of the Section of Labor Relations. No benefits would be paid prior to July, 1938.

Administration of this new program would be in the hands of a division of the Social Security Board, with an advisory board, to be added, representative of both workers and employers.

All operators in interstate commerce with eight or more employees would be subject to the proposed statute.

The report points out that there is at present a lack of detailed information relative to the employment situation of the trucking and allied industries. From information submitted by industry organizations, Mr. Eastman's office estimated the total number of workers, and their various classifications, as follows:

Drivers and helpers, 134,000; maintenance force, 13,000; terminal and office employees, 36,000; total, 183,000.

"The number of trucks operated by these employers comprises only a small fraction of the total number of trucks in use," the report states. "In 1934 the total number of truck registration exceeded 3,400,000.

Nearly 900,000 of these were farm trucks. The greater majority of the remainder are local or are privately owned or are not engaged in interstate operations.

"There is likewise no data available regarding the extent of unemployment among the workers in either the bus or truck industry. However, it is believed employment in the bus industry has not declined as greatly as in the railroad industry, and that in the trucking industry, employment may have shown a tendency to increase over a period of years, in contrast to the marked decline in railroad employment. The proposed plan of employment compensation directs the administrative board to make special studies of the various agencies of transportation, and if the facts disclosed during the first years of operation of the plan show that the employees engaged in the bus and truck industries ought to receive treatment somewhat different from that of other transportation employees, it may be possible to accord such treatment by amendment of the Act."

The report to Congress points out that the costs of benefits for the motor carriers "will compare favorably with those of the rails." Further:

"It does not necessarily follow that the cost for motor carriers will be lower even if it assumed that the trend in the total number of employees will be upward, as in any year a number of units may cease

operation with the resultant unemployment. Further indications of the costs of benefits to motor carriers must wait upon the accumulation of more unemployment data."

In the bill submitted with the report to Congress there are no provisions for unemployment tax levies over and above those now existing either for employer or employee contributions. If such a system is established, the employees would be able to increase substantially the benefits which they would be entitled to receive by contributing a relatively small amount in addition to the contributions by employers.

For instance, if employee would contribute 1.5 per cent of his earnings, not in excess of \$150 a month, the benefits to be received would be doubled. Thus, a man receiving a wage of \$150 a month would contribute \$2.25 a month, and be entitled to receive a maximum of \$600 in benefits for one year, for the payment of \$54 contribution in a two-year period.

Those workers who would be eligible for unemployment compensation under the proposed law must be engaged in interstate commerce, physically able and available for work; register and file proper claim at designated employment office; be willing to accept suitable employment if offered; must have received earnings equal at least to four times his monthly earnings for twelve months preceding the beginning of a benefit year, or an employment period of four or five months in the preceding year; must be unemployed or suffer a wage loss in a half a month which exceeds 10 per cent of his monthly earnings; his wage loss must not be due to changes in rates of pay, or to illness, accident, voluntary leaves of absence, mental or physical incapacity to work, or to strikes; in any benefit year he must complete a waiting period, during which he suffers a wage loss equal to one-half his monthly earnings, and for which no benefits are paid; and he cannot receive an old age pension in addition to unemployment benefits, nor for any period of unemployment due to causes which make him physically unable to work.—(Edwin Hartrich.)

W. T. Justice Undergoes Operation; Condition Is Reported Satisfactory

Warren T. Justice, president of the merchandise division of the American Warehousemen's Association and operating executive of the Pennsylvania Warehousing and Safe Deposit Co., Philadelphia, was operated on for gallstones on April 17 in Hahnemann Hospital. The operation was declared to have been successful; and during the week which followed, his condition showed satisfactory progress.

It was stated at his office on April 23 that Mr. Justice would remain in the hospital about a month and that it would be several weeks later before he could be expected to return to his desk.

Utah Warehouse Operators May Seek to File Rates Under Commission

With Utah's revised statutes recognizing the public warehousing business as a public utility, the Utah Warehousemen's Association is making an inquiry with a view to determining the advisability of asking the State Public Service Commission to require all public warehouses in the State to file rates.

Salt Lake City Firm to Build

The Security Storage & Commission Co., Salt Lake City, recently purchased land and plans to build a warehouse which will adjoin and be connected with the firm's present No. 4 plant.

Security has sold its No. 1 warehouse building, which had been used largely for overflow business, to a trucking organization.

Shipping Board Sues Merchants Co. of Philadelphia for Alleged Fraud

THE U. S. Shipping Board, alleging "false and fraudulent representations" and the juggling of accounts, filed suit against the Merchant's Warehouse Co., Philadelphia, in Federal Court, on April 13, charging the warehouse company had defrauded it out of approximately \$200,000 in revenue from the Philadelphia Army Supply Base pier, Oregon Avenue.

The bill of complaint, signed by Charles D. McAvoy, U. S. Attorney, Philadelphia; Robert Bolger, assistant U. S. Attorney, and O. P. M. Brown, special counsel for the U. S. Shipping Board, Merchant Fleet Corporation, makes claim for \$160,000 for unpaid rent; for revenues alleged to have been concealed by the manipulation of accounts; for a \$25,000 deduction in rent the company obtained by making an allegedly false report of losses; and for dredging costs of \$59,550 for three piers owned by the Shipping Board and designated respectively as Pier A, Pier B and Pier C, or as 100, 98 and 96.

The Government, through the Shipping Board, charges the warehouse company with having diverted thousands of dollars of receipts to the account of the Philadelphia Army Supply Base pier which paid the yearly rental and, in this way, depriving the Board of considerable revenue; and also with having "shown" the Government that it had sustained a heavy operating loss, as a result of which the Government reduced the rental \$25,000 a year.

The Government charges also the warehouse company kept a Federal inspector on its payroll.

According to the allegations made against the defendant, the warehouse company, lessee of 37 acres of land and the three piers, was to pay a flat rental of \$125,000 for one of the piers and share with the Government on the gross revenue of the other properties, with a minimum yearly rental for the land, which was used as a lumber concentration and railroad yard.

The U. S. District Court is asked to grant a temporary restraining order forbidding the officers, agents and employees of the warehouse company from destroying, removing, tampering with, or altering any of the original records connected with the leasing of the property; or the renting of parts of it to the warehouse company's customers until the Court determines the Government's right to a full accounting.

Federal Judge Oliver B. Dickinson entered an order on April 14, for a hearing on April 22, of the Government's motion for a preliminary injunction against the defendant.

The bill of complaint, in particularizing, asks the Court, among other things, to compel the defendant warehouse company to supply information as to all gross revenue received from any source and all expenditures made by it on account of its operation of the Philadelphia Army Supply Base pier during its twelve years of tenancy; including the specific source from which such revenue was received, for what services rendered and the names of those to whom such expenditures were made, "such discovery to include all principal accounts and entries not recorded in the regular books of account which were regularly submitted to the Fleet Corporation's auditors for inspection.

The tenancy of the warehouse company began on April 19, 1921. Written permission for it, signed by the Secretary of War, was given by the Government on April 3 of the same year.

WHERE TO BUY

DISTRIBUTION AND WAREHOUSING

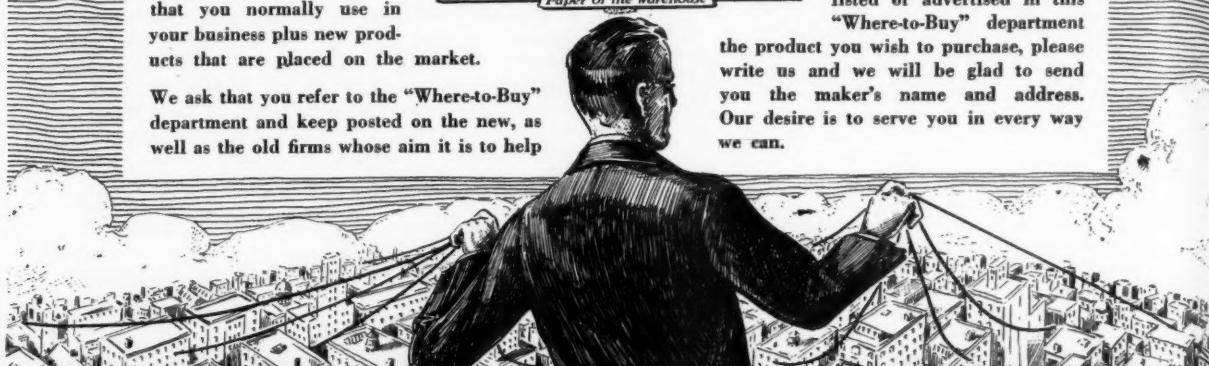
The Business Paper of the Warehouse Industry

This department each month will keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help

you save and earn more in the operation of your business. Should you not find listed or advertised in this "Where-to-Buy" department

the product you wish to purchase, please write us and we will be glad to send you the maker's name and address. Our desire is to serve you in every way we can.



WHERE TO BUY

BED RAILS

De Boer Mfg. Co., Inc.; Syracuse, N. Y.



OF ALL FURNITURE, WOOD BEDS AND BEDROOM SUITES ARE THE MOST SALABLE AND PROFITABLE

Display them with

De Boer Short Bed Rails

IT'S A SURE-FIRE WAY TO INCREASE SALES!

Write us for prints showing our complete line of furniture display room and warehouse accessories.

DE BOER MANUFACTURING CO., INC.

P. O. Box 1300E Est. Since 1909
SYRACUSE, N. Y.



BODIES (Van)

Burch Body Co.; Rockford, Mich.
Cook Wagon Works, Inc., A. E.; 77 E. North St., Buffalo, N. Y.
Doughan & Nielsen; 747-747 Third Ave., Brooklyn, N. Y.

Gerstenleger Co.; Wooster, Ohio.

(See advertisement elsewhere in this issue)
Guedelhofer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.

Haskelite Mfg. Corp.; 298 W. Washington St., Chicago, Ill.

Herman Body Co.; 4420 Clayton Ave., St. Louis, Mo.

(See advertisement elsewhere in this issue)
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.

Proctor-Keesee Body Co.; 7741 Dix Ave., Detroit, Mich.

Rosman Metal Body Co.; 11-15 Broadway, Long Island City, N. Y.

Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.

BOXES, (Moving)

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.
Byrnes, Inc., W. L.; 446-448 E. 134th St., New York, N. Y. (Piano)
Eclipse Box & Lumber Co.; 13-15 Charles St., Brooklyn, N. Y.
Lewis Co., G. B.; Watertown, Wis.
Miami Mfg. Co.; Peru, Ind.

BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2886 Archer Ave., Chicago, Ill.
Cary Products Co., Inc.; 126 Nassau St., Brooklyn, N. Y.
Harvey Spring & Forging Co.; Racine, Wis.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.

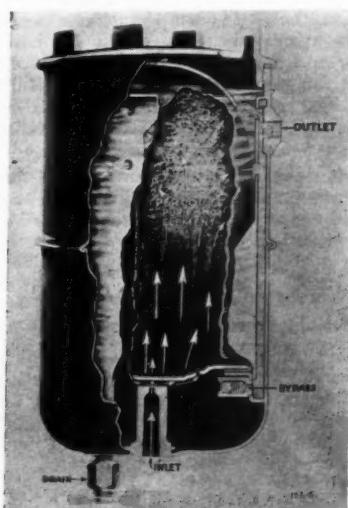
NEW PRODUCTS

New Handy Conditioner Postpones Oil Changes

A N entirely new Handy oil filtering and conditioning system incorporating an important development in filtering material.

The new unit is designed to indefinitely increase the life of the oil in the circulating system.

This new development will be marketed as the Handy Oil Conditioner. The manufacturer points out that this device is more than a filter, as it not only removes foreign material



from the oil, but maintains it in its state of original cleanliness even preserving the color of the oil after thousands of miles of use.

The efficiency of the unit is due not only to its design, but to the use of an entirely new purifying element known as Percolite. This is a secret impregnated fibrous compound which has been achieved as a result of three years' continual experiment by the Handy corporation. Oil passing through

this material returns to the crankcase in its original new condition. Acid is neutralized. Abrasives and other foreign material are removed; sludge is eliminated; water is trapped, while materials which discolor the oil, such as colloidal carbon, are also taken out.

As a result of the treatment received by the oil passing through the Percolite purifying element, tests after thousands of miles of use show the oil to have its original color, consistency and lubricating quality. As a result the manufacturers claim considerable gain in economy of operation because of the fact that oil changes are indefinitely postponed and, furthermore, owners who either carelessly or wilfully omit oil changes are protected against damage and deterioration of their engines.

The new Handy oil conditioner can be installed on vehicles already in use as well as for original equipment. Ordinarily the chamber containing the filtering elements, which is assembled in the form of a cartridge, is mounted on the forward side of the dash. The oil is passed through the conditioner on its return to the crankcase, entering the inlet at the bottom of the unit and passing upward through a screened receptacle or cartridge which contains the Percolite purifying element. Normally all of the oil passes through this element before flowing out of the central portion of the unit which composes the renewable cartridge into the annular space surrounding it, and thence through the outlet back to the crankcase sump.

A by-pass prevents excessive back pressure from being built up in the conditioning system. A drain is also provided from which water and accumulated liquid matter may be drawn off from time to time. Any water in the oil is trapped in the bottom of the chamber containing the cartridge.

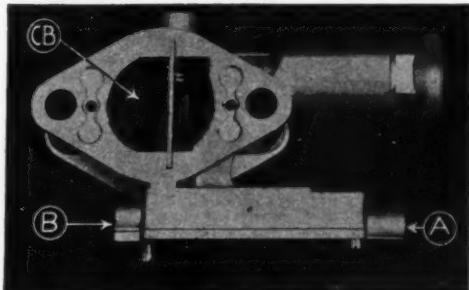
The nature of the Percolite purifying element is such as not to impose any material resistance to the flow of the incoming oil. Any large particles of foreign materials are immediately screened out of the oil before it enters the central portion of the unit, dropping back into the ample trap at the bottom. As the oil passes upward through the Percolite purifying elements an alkaline neutralizer contained in the secret compound takes out any acid content. This has been found to be an important consideration in certain localities in the country. The material is equally effective with the fatty acids as well as with acid residue frequent in parts of the country where Benzol fuel is prevalent.

While the Handy Governor Corporation does not specify an exact period of time or mileage for the replacement of the cartridge, tests have been made up to 10,000 and 12,000 miles which indicate the oil in the crankcase to be in perfect condition. It is recognized that with older engines having a considerable amount of blow-by or when inferior oil is used initially or with other conditions which tend to affect the situation that the time and mileage between filter cartridge changes will vary. Maker, Handy Governor Corp. *Distribution and Warehousing.*

Four-Point Blade on Leibing Governor

EMBOIDES an entirely new governor blade of aero-dynamic design to simplify speed control without affecting power and acceleration.

The two parts of the blade are in different planes, separated



by a bridge pressed into the casting. As each part closes against (or opens away from) two points—the bridge and the governor wall—the reason for the "four-point" term is apparent.

BRINE

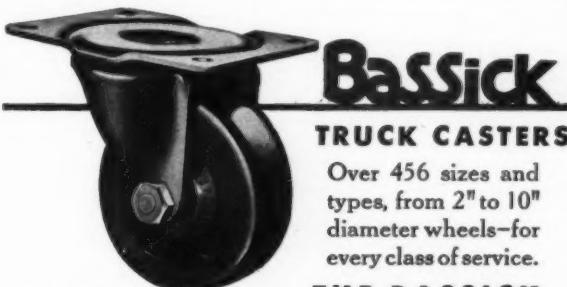
Solvay Sales Corp.; 40 Rector St., New York, N. Y.

CARPET CLEANING EQUIPMENT

American Laundry Mch. Co.; Norwood Sta., Cincinnati, Ohio.
Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Bentley, stationary.)
Cleveland Rug Cleaning Mch. Co.; East 55th St. & Erie R.R., Cleveland, Ohio.
Electric Rotary Mch. Co.; 3246 W. Lake St., Chicago, Ill.
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment.)
Superior Rug Mch. Co.; 2358 Ogden Ave., Chicago, Ill.
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.

CASTERS (Truck)

American Caster Co.; P. O. Box 524, Hamilton, Ohio.
Bassick Co.; 38 Austin St., Bridgeport, Conn.
Bond Foundry & Mch. Co.; Manheim, Lancaster County, Pa.
Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.
Colson Corp.; Box 550, Elyria, Ohio.
Darnell Corp., Ltd.; 3517 E. 11th St., Long Beach, Cal.
Divine Bros.; 101 Whiteboro St., Utica, N. Y.
Fairbanks Co.; 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Faultless Caster Co.; 1521 No. Garvin St., Evansville, Ind.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Lansing Co.; 602 Cedar St., Lansing, Mich.
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.
New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.
Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.
Phoenix Caster Co.; Hamilton, Ohio.
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Service Caster & Truck Co.; 317 N. Albion St., Albion, Mich.
Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.



TRUCK CASTERS

Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

THE BASSICK COMPANY

Bridgeport Connecticut

CLOCKS (Time and Watchmen's)

Dexter Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)
Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.
Stromberg Elec. Co.; 225 W. Erie St., Chicago, Ill. (Time only)

CONTAINERS (Shipping)

Bird & Son, Inc.; Mill St., East Walpole, Mass.
Hummel & Downing; Milwaukee, Wis.
King Sige. Whee., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.
Lewis Co., G. B.; Watertown, Wis.

CONVEYORS

Alvey-Ferguson Co.; 75 Binney Ave., Cincinnati, Ohio. (Gravity)
Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)
Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)
Clark Tractor Co.; Battle Creek, Mich.
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and gravity)
McKinney-Harrington Conveyor Co.; 1514 W. 22nd, North Chicago, Ill. (Portable and stationary)
Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)
Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)

CORDAGE

Pilcher-Hamilton-Daily Co.; 345 N. Dearborn St., Chicago, Ill.
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat)
(See advertisement elsewhere in this issue.)

COVERS (Paper Furniture)

Ace Paper Co., Inc.; 127 Bleeker St., New York, N. Y.
Pilcher-Hamilton-Dally Co.; 348 N. Dearborn St., Chicago, Ill.

COVERS (Piano)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue)
Iden Warehouse Supply Co.; 584 Washington Blvd., Chicago, Ill.
New Haven Quilt & Pad Co.; 80-88 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)
Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

COVERS (Truck)

(Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trailway at 23rd St., Kansas City, Mo.
Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.
Channon Co., H.; 140 N. Market St., Chicago, Ill.
Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)
Hooge Co., Inc., Wm. H.; 138 S. Main St., Los Angeles, Cal.
Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.
Iden Warehouse Supply Co.; 584 Washington Blvd., Chicago, Ill.
Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.
The Wagner Awning & Mfg. Co.; 2658 Scranton Road, Cleveland, Ohio.
Wintermute, Paul S.; 484 Market St., Newark, N. J.

DOLLIES

De Boer Mfg. Co., Inc.; Syracuse, N. Y.
(See advertisement elsewhere in this issue.)
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
International Engineering, Inc.; 1145 Bolander Ave., Dayton, Ohio
(See advertisement elsewhere in this issue.)
Nutting Truck Co.; 252 Kimz St., Chicago, Ill.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.

DOORS (Elevator and Fire)

California Fpf. Door Co.; 1910 E. 51st St., Los Angeles, Cal. (Fire)
Harris-Probie Door Co.; 228 N. LaSalle St., Chicago, Ill. (Fire)
Kinney Mfg. Co.; 1274 Flinck Ave., Columbus, Ohio. (Fire)
National Refrigerator Co.; 927 Kolin Ave., St. Louis, Mo. (Cold storage)
Peale, Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)
Richmond Fpf. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)
Security Fpf. & Door Co.; 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)
Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)
Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill. (Cold storage and fire)
Vulcan Rail & Const. Co.; Grant St. & Garrison Ave., Massapequa, N. Y. (Fire)

ELEVATORS

Alvey-Ferguson Co., Inc.; 75 Binney Ave., Oakley, Cincinnati, Ohio.
Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)
Otis Elevator Co.; Eleventh Ave. & 26th St., New York, N. Y.
Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

ELEVATORS (Portable)

Barrett-Cravens Co.; 2264 West 30th St., Chicago, Ill.
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
Jeffrey Mfg. Co.; 950 N. Fourth St., Columbus, Ohio.
Lewis-Shoemaker Co.; 124 Walton St., Watertown, Mass., Boston, Mass.
Link-Belt Co.; 2046 Hunting Park Ave., Philadelphia, Pa.

EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.
American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.
Orange Mfg. Co.; Elkhart, N. C.
Phillips Excelsior Co.; Chattanooga, Tenn.
Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.

EXTINGUISHERS (Fire)

American-La France and Fomaitte Corp.; 100 E. La France St., Elmira, N. Y.
Elkhart Brass Mfg. Co.; 1302 W. Beardsey Ave., Elkhart, Ind.
Oil Conservation Eng. Co.; 577 Addison Rd., Cleveland, Ohio.
Pacific Fire Extinguisher Co.; 142 9th St., San Francisco, Calif.
Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.
Safety Fire Extinguisher Co.; 290 Seventh Ave., New York, N. Y.
Solvay Sales Corp.; 40 Rector St., New York, N. Y.

FANS (Industrial Ventilation)

International Engineering, Inc.; 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

Besides being inherently stabilized this four-point blade has other advantages peculiar to itself. It does not deflect the mixture and so maintains full torque and fuel economy. It has double the area of exposure, or closure, of a single blade for a given movement of the lever or deflection of the spring. Therefore it is quick in action and closely follows the varying loads put on the engine and maintains a constant engine speed.

When installed the governor flange marked "Eng. Side" goes against the manifold. The carburetor should be mounted so the side of the carburetor throttle valve nearest the flange points towards the curved blade of the governor, shown at CB in the illustration. Speed adjustment is at A. Speed is increased by turning this adjustment clockwise. The factory adjustment shown at B should not be disturbed. Sealing is accomplished by running a seal wire through the drilled heads of the cover plate screws and then through the seal pin which is put through speed adjustment boss to prevent access to the adjusting screw. The maker is Leibing Automotive Devices, Inc. *Distribution and Warehousing.*

Seat Cushion from Liquid Latex

MISHAWAKA seat cushions are made from liquid latex, molded to the exact size and shape desired. They are made up of intercommunicating rubber cells said to give them a shock-absorbing action, and since these cushions are porous the flow of air keeps them cool. Developed by the Mishawaka Rubber & Woolen Mfg. Co., these cushions have been tried out in the trucking and automotive field. *Distribution and Warehousing.*

Rubber-Bladed Fan Safer, Quieter

CLAIMED to be absolutely safe and noiseless, this office fan marks a real improvement in that field. It is equipped with flexible blades of tough, moulded rubber. These blades, though rigid enough to deliver a steady current of air strong-



ly, are sufficiently soft to prevent injury to even a child's fingers. No guards are needed.

Greater air delivery is given with the usual number of watts. The maker also claims that the motor, of new design, will stay cooler than usual.

The Standard model, at \$7.95, is finished in a soft walnut brown, with walnut brown rubber blades, cord and plug. Deluxe models in other colors are furnished as well for homes and offices. Maker, Samson-United Corp. *Distribution and Warehousing.*

Diesel Glow Plug Aids Cold Starting

BIDS in cold starting of Diesel engines. Screws into the combustion chamber and supplies heat to fire the mixture.

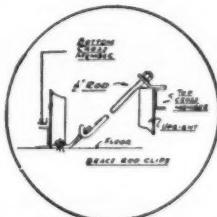
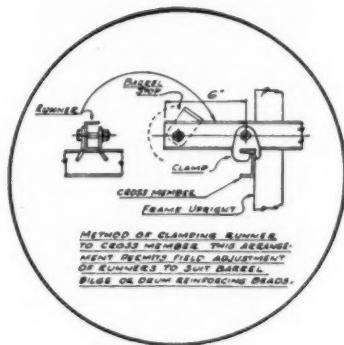


These plugs, which are of the double electrode type are wired in series to a 24-volt battery with a resistance indicator and switch in the circuit. Current is allowed to flow for 15 to 30

seconds before starting, and this heats the coils of the plugs to approximately 2,000 deg. Fahr. Mica insulation is used. The plugs are so constructed that if the resistance coils burn out they can be replaced. Maker, the Edison-Splitdorf Corp. *Distribution and Warehousing.*

Adjustable Barrel Rack Takes All Types

At last an improvement has been made in the design of a barrel storage racks. Barrett engineers have designed and patented the new rail clip that permits adjustment of barrel runners so that any type of drum or barrel may be stored in a standard storage rack. Heretofore, barrel runners were bolted



in place which not only meant a fixed position and no means of adjustment, but in addition, it meant weakening the cross braces by punching holes in them.

This is all eliminated now with the adjustable clamp that permits moving the barrel runners in or out to conform to the container handled.

Another new feature in the Barrett barrel rack is the new tie-rod. The new design assures stronger racks because no holes are punched in the uprights. They are one solid piece. In addition, the design properly places the tie-rods at the extreme top and bottom—where tightening should and best can be done. *Distribution and Warehousing.*

Safety Glass Made from New Plastic

A NEW high-strength safety glass has been developed by the Pittsburgh Plate Glass Co. The secret of the new safety glass is said to lie in the development of Vinal, a new

FLOOR REPAIRING MATERIAL

Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio.

FUMIGATING EQUIPMENT

Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

HOISTS (Chain and Electric)

Alloy Steel & Metals, Inc.; 1882 East 65th St., Los Angeles, Calif. (5 Ton Hand Hoist)

Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia. (Elec.)

Chihsolm-Moore Hoist Corp.; 4056 Lakeside Ave., Cleveland, Ohio. (Chain)

Harnischfeger Corp.; 4401 West National Ave., Milwaukee, Wis. (Chain and elec.)

Harrington Co.; Callowhill & 17th St., Philadelphia, Pa. (Chain and elec.)

Hobbs Co.; Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)

Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)

Rooper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)

Wright Mfg. Co.; York, Pa. (Chain)

Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Chain and elec.)

INSECTICIDES

Barrett Co.; 40 Rector St., New York, N. Y.

(See advertisement elsewhere in this issue)

Carbide & Carbon Chemicals Corp.; 30 E. 42nd St., New York, N. Y. (Gas)

Canal Co., Dept. M.; 4250-54 No. Crawford Ave., Chicago, Ill.

Enos Chemical Co.; 2430 Indians Ave., Chicago, Ill.

Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.

Gretsch & Co., Inc., Ralph; 1150 Broadway, New York, N. Y.

Liquid Carbonic Corp.; 3165 So. Kedzie Ave., Chicago, Ill.

Michigan Alkali Co.; 60 E. 42nd St., New York, N. Y.

Midway Chemical Co.; 5235-5259 W. 65th St., Chicago, Ill.

National Home Sanitation Co., Dept. AA, 627 First Ave., North, Minneapolis, Minn.

Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

(See advertisement elsewhere in this issue.)

Wizard, Inc.; 5235-5259 W. 65th St., Chicago, Ill.

POSITIVE METHOD OF INSECT CONTROL!

No insect, its eggs, larvae or pupae can survive fumigation with Proxate. Penetrates porous coverings...no odor, taint or residue. Not dangerous to humans...non-flammable...non-explosive. Easy to use. Write for Proxate Booklet

THE LIQUID CARBONIC CORPORATION
3165 South Kedzie Avenue, Chicago, Illinois

PROXATE

NAPHTHALENE FLAKES

Barrett Co.; 40 Rector St., New York, N. Y.

(See advertisement elsewhere in this issue)

Gretsch & Co., Inc., Ralph; 1150 Broadway, New York, N. Y.

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills; Box 1720, Atlanta, Ga.

(See advertisement elsewhere in this issue.)

Gotch Co., Walter M.; 630 W. Adams St., Chicago, Ill.

Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.

IRON HORSE

Reg. U. S. Pat. Off.

FURNITURE PADS

Always improving values through nineteen years of honest service.

Cut sizes 36 x 72, 54 x 72,

72 x 72, 80 x 72.

Write for prices and samples.

Van Linings

Grand Covers Tietape



CANVAS SPECIALTY CO., INC. 90 Grand St., N.Y.C.

PADS (Canvas Loading)—Continued

Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.
Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven,
Conn.

(See advertisement elsewhere in this issue.)
Powers & Co.; 26th & Reed Sta., Philadelphia, Pa.
Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
Wagner Awning & Mfg. Co.; 2658 Scranton Rd., Cleveland, Ohio.
Western Felt Works; 4020 Ogden Ave., Chicago, Ill.

Fulco *gilt-edge*

FURNITURE PADS and **TARPAULINS**

The best buy in Furniture Pads on the market today! FULCO is the quality pad with our unique new design. The reinforced Fulco Gilt Edge webbing end—you will find FULCO PADS a real economy for both truck and warehouse use—give better protection—last longer.

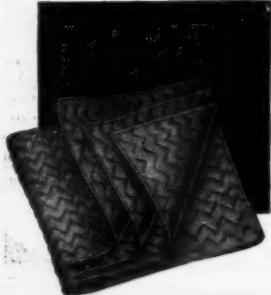
Write today for 1936 prices on FULCO PADS, FULTEX and SHUREDRY TARPAULINS (standard weather protection equipment for open trucks), REFRIGERATOR COVERS, RADIO COVERS, WIPING CLOTHS, BURLAP, and WRAPPING TWINE.

Fulton Bag & Cotton Mills

Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS
MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.

PIONEER VAN PADS



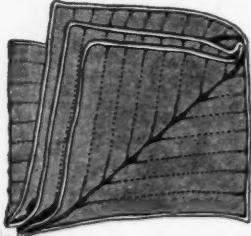
• Are more economical. Safer and the surest travel insurance.

Made of new cotton and jute. Covered with heavy cotton drill and zigzag stitched to prevent slipping and packing.

In addition to Van Pads there are form fitting Pioneers to fit all pieces of furniture. Cut size 72"x80". Pioneer Van Pads \$23.00 per doz.

LOUISVILLE BEDDING COMPANY, Inc.

Preston & Market Sts.
LOUISVILLE, KY.



Tarpaulins
Truck Covers
Awnings

POWCO FURNITURE PADS

CUT SIZE { 72 x 36"
{ 72 x 54"
{ 72 x 72"
{ 72 x 80"

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.

Filler laid one way, stitched the opposite, prevents "thinning out" or "lumping." Made with cotton filler gives extra thickness and permanent body.

Furniture Tape, 1½" wide, Rolls of 27 yards.

POWERS & CO. REED ST. 25TH TO 26TH PHILADELPHIA

PADS (Excelsior Wrapping)

American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.
Dale Bros. Excelsior Pad Co.; 1658 Plainfield Ave., N. E., Grand Rapids, Mich.
Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.
Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.
Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue)

plastic of unusual elastic and tensile properties. Laminated safety glass is made of two layers of glass with an intermediate layer of the transparent plastic, the assembly being subjected to heat and pressure. The shatter-proof property of the glass results from the adherence of the glass particles to the plastic.

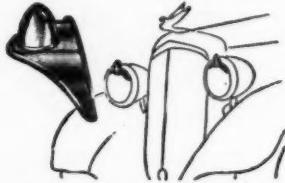
The new Vinal plastic is said to have made it possible to overcome certain limitations of earlier types of safety glass. The latter can be broken through by very heavy impacts, and their shock resistance is impaired by low temperatures.

Tests of the new safety glass extending over 3 years are said to have shown it to be approximately ten times as resistant to breakage as other types at 10 deg. F. below zero, and five times at 70 deg. The new glass, because of the high elasticity and great tensile strength of the plastic, is said to yield under impact and absorb its energy. If broken by a series of impacts, a sheet of high-test safety glass, it is stated, can be rolled up like a rug, with virtually no glass leaving the plastic.

Vinal is composed of a synthetic resin of the vinyl group, called vinylite X, and a plasticizer designed to develop and control its physical characteristics. It is said to have all the good properties of the plastics commonly used in making safety glass, such as cellulose acetate, cellulose nitrate, and methyl acrylate, plus elasticity and high tensile strength at low temperatures. Its use also simplifies the manufacture of safety glass, for it eliminates the necessity for edge sealing, it does not need heat for cutting of the laminated glass, it requires no adhesives for cementing it to the glass, and it is proof against discoloration by sunlight and decomposition by extreme atmospheric heat. Distribution and Warehousing.

Detectalite Signal Tells When Headlight Is Out

ENABLES the driver to tell whether or not headlights are operated. Is illuminated by rays from headlights filtered through colored reflectors and is visible from the driver's seat. Consists of visor, dome, and refracting lens. Made of polished



non-corrosive metal, attractive chrome plate. Easily and securely attached. Maker, Smail's Sales Service, Inc. Distribution and Warehousing.

Seals Engine Block Leaks and Cracks

LUSCO weld-leak process is claimed to be the answer to the problem of welding shut the leaks that develop in truck engine blocks and pump packing. It has been used successfully in repairing such conditions as cracked cylinder walls, cracks through the valve seats, external leaks in blocks and very large radiator leaks. When used for radiator leaks, Lusco builds up a nipple on the inside of the leak, forming a permanent repair.

Lusco is soluble in liquids, except aluminum which is colloidal, and will not clog the system. Is also unaffected by any anti-freeze solutions. Contains no fibers such as flaxseed meal fibers, bran, wheat or rice, asbestos, wood, paper pulp or cotton.

The product is a development of years in the welding field with a dehydrated welding flux that welds shut leaks of this character. This flux which is soluble has been processed with another ingredient, also soluble. The resultant compound is effective. It reacts more rapidly when dissolved before use. One ounce, a cube, of the product makes up 1 full pint of superconcentrated solution. Maker, C. F. Lusk Company. Distribution and Warehousing.

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AC Safety Signals Visible

Up to 1,000 Feet

A RE visible from 50 to 1,000 ft. and are claimed to be water-proof and shatterproof. Silver plating, under copper and sprayed aluminum, is said to give brilliance and long life. The

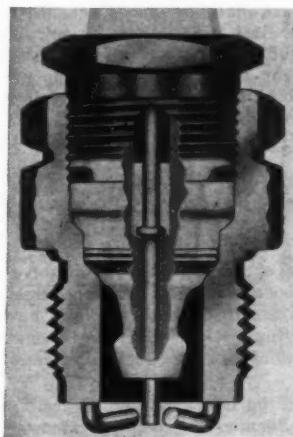


space between the back of the lens and the case is filled with an asphalt binder into which the lens is pressed, and which securely cements the reflector in place. The 4-in. lens is furnished in either red or green. Maker, AC Spark Plug Co. *Distribution and Warehousing.*

Spark Plug Seal Retains

Thermal Rating

THIS dry powder cement, known as Sillment, is used in sealing the center electrode in the bore of the insulator in Champion plugs. It is applied in small pinches at a time, being metered around the center electrode by an automatic



machine. Under the pressure of tamping, the crystals interlock into a solid mass, providing a permanent gas-tight seal. Champion engineers claim a Sillmented plug will retain its original thermal rating or heat range throughout its life. Maker, Champion Spark Plug Co. *Distribution and Warehousing.*

Goodrich Truck Type

Express Tire

A NEW 32 by 6 truck type express tire for fast service is announced by Goodrich.

Goodrich has found that there is a wide need for this type tire in this size, replacing the Universal tread in long-distance hauls where traction is not a dominant factor.

This is especially true in trailer service, where the new type tread tends to prevent side-sway and give longer mileage. *Distribution and Warehousing.*

Timken 2-Speed Axle

Double Reduction

SIMPLICITY features this new 2-speed axle offered by Timken which makes it available in three of its rear axles for medium-duty trucks, known as the 53300, 54400 and 54600. For each of these axles there is now available a double-reduction drive unit which is interchangeable with the regular bevel-gear drive unit. Equipped with the double-reduction drive units the axles are known as the 73300, 74400 and 76400.

Dreadnaught Pads

Cordially invite all their friends to participate in their

Twenty-fifth Anniversary
1911 - 1936

One Pad Free

Twenty-five Dreadnaught Cross-Stitched Pads for the price of two dozen.

America's Largest Pad Manufacturers Since 1911

New Haven Quilt and Pad Co.
82-86 Franklin St. New Haven, Conn.

Sure!

MOTH PROTECTION

No matter what your storage problem may be—you can be *sure* of moth protection when you use

WHITE TAR NAPHTHALENE BALLS or FLAKES

Write for Prices Today



**THE WHITE TAR COMPANY
OF NEW JERSEY, INC.**

(A Subsidiary of the Koppers Co.)

Belleville Turnpike

Kearny, N. J.

PAPER PACKING MATERIALS

Ace Paper Co., Inc.; 127 Bleecker St., New York, N. Y.
Jiffy Pad & Excisor Co.; 45 N. Washington St., Boston, Mass.
Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.
Pilcher-Hamilton-Dally Co.; 348 N. Dearborn St., Chicago, Ill.
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.

PAPER (Tar)

Gretsch & Co., Inc., Ralph; 1150 Broadway, New York, N. Y.
White Tar Co.; Dept. W, Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue)

PARTITIONS (Steel)

Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
Hanserman Co., E. F.; 6981 Grant Ave., Cleveland, Ohio.
Mills Co.; The; Waynside Rd. & Nickel Plate R. R., Cleveland, Ohio.
Page Fence Assn.; Dept. Z, 520 N. Michigan Ave., Chicago, Ill.
Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.

PIANO DERRICKS AND TRUCKS

Fairbanks Co.; 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)

RACKS (Storage)

Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.
Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.
Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.
Medart Mfg. Co., Fred; Pontiac & DeKalb Sts., St. Louis, Mo.

RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.
Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.
Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.
Stewart-Warner Alemite Corp.; 1826 Diversey Blvd., Chicago, Ill.
U. S. Fare Recording Co., Inc.; 511 W. 54th St., New York, N. Y.
Veedor Mfg. Co.; 54 Sargent St., Hartford, Conn.

REFRIGERATION (Truck Body)

B & J Trailer Co.; 3913 Michigan Ave., Chicago, Ill.
Fruehauf Trailer Co.; 10940 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
International Carbonic, Inc.; 60 East 42nd St., N. Y. (Carbon Dioxide)
International Harvester Co. of Am.; 806 S. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue)
Liquid Carbonic Corp.; 3165 S. Kedzie Ave., Chicago, Ill. (Carbon Dioxide)
(See advertisement elsewhere in this issue.)
Mack Trucks, Inc.; 25 Broadway, New York, N. Y.
Reo Motor Car Co.; 1331 S. Washington Ave., Lansing, Mich.

SAWS (Portable Machine)

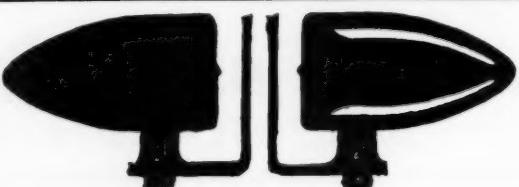
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
Kennedy, Ralph M.; 111 N. Seventh St., Philadelphia, Pa.
Leach Co.; S. Main & Sixth Sts., Oshkosh, Wis.
Lippert Saw Co., E. T.; 608 Lincoln Ave., Millvale, Pittsburgh, Pa.
Oman & Sons, D. W.; 4 Royalston Ave., Minneapolis, Minn.
Skilsaw, Inc.; 3310 Elston Ave., Chicago, Ill.
Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.

SCALES

Dayton Scale Co.; Dayton, Ohio.
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
Gaston Scale Co.; Beloit, Wis.
Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.
Toledo Scale Co.; Toledo, Ohio.

SIGNALS

Turn Signal Corp.; 400 E. Rittenhouse Ave., Phila., Pa.



A paying investment.

Watch for this trademark.

TURN SIGNAL
CORPORATION

400 E. Rittenhouse St., (Germantown) Phila., Pa.

For the 53300 there is also available a two-speed drive unit, and when the axle is equipped with this it is known as the 93300. Two-speed drive units for the other two axles are ready for production. The second speed is obtained in these drive units by the simple expedient of adding another pair of spur gears to the double reduction drive, and engaging one or the other of the two spur pinions with the shaft of the driven bevel gear by means of a sliding collar provided with internal clutch teeth. The two-speed drive is interchangeable with the bevel-gear and double-reduction drive units.

As to the general improvements in these axles, the axle housings are of the welded all-steel full-floating type. The banjo housings are pressings of heavy stock, and the outer ends or spindles are butt-welded to the housings. Brake flanges are integral with the spindles. Housing covers are heavy steel stampings and in the two larger sizes they are welded in place, to increase the resistance to deflection. Axle shafts are cut with 16 splines at the inner end, of a special design which makes the splines on the shaft as strong as those in the gear. The core diameter is larger with these splines, and the general design of the splined portion is such as to prevent localization of stress. The wheel bearings are of larger capacity than formerly and have a wider spacing, to assure stability with dual tires. A micrometer adjustment with positive lock is used. Bevel gears are of larger diameter and have a longer tooth face.

The double-reduction gears are mounted in a differential-carrier unit and are made by the Wisconsin Axle Co., a Timken division. The first reduction is by spiral bevel gears and the second by spur gears. Cast alloy iron brake drums are standard equipment and two-shoe brakes of three different makes are available. Maker, Timken-Detroit Axle Co. Distribution and Warehousing.

Cooling System Cleaner Works in One Operation

A NEW cooling system cleaner to dissolve rust scale and grease, all in one operation, is the conclusion of 9 years of research. The Eveready cleaner removes such accumulations through a dissolving action, effective on engine waterjackets as well as the radiator, restoring the cooling efficiency of the entire system.

The cleaner has no effect on rubber hose, gaskets, or truck finish. It is also harmless to cooling system metals, and a full-strength solution has less effect than water on aluminum and radiator metals. It leaves radiators bright and clean inside.

With the cleaner is introduced a new "Three-Step" cleaning operation: First, dissolving and loosening of all rust scale and grease; second, application of a conditioner to end the cleaning action; third, complete flushing to remove all loosened rust and sediment. Maker, National Carbon Co. Distribution and Warehousing.

Pines Safety Overturn Switch and Tel-Tail-Lite

PINES S.O.S. (Safety Overturn Switch) prevents fires by automatically breaking the ignition circuit when a vehicle overturns. Is a small compact unit of molded plastic which contains two mercury tubes which automatically break ignition circuits when such trouble occurs. Is ruggedly built, fool-proof, tamperproof and fully automatic. Easy to install and requires no servicing or adjustment.

The Pines Stop-Stop warning signal alternately flashes the two stop lights when the brakes are applied. Has a new principle of positive operation on a definite timed frequency. Effective whether the vehicle is parked or in motion. The "wig-wag" effect instantly arrests the attention of following vehicles.

The Tel-Tail-Lite dash control flashes in unison with the stop lights. Permits manual control for continuous operation when parked. Maker, Pines Winterfront Co. Distribution and Warehousing.

STENCIL CUTTING MACHINES

Bridley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.
 Diamond Stencil Mfg. Corp.; 2918 Clark Ave., St. Louis, Mo.
 Ideal Stencil Mfg. Co.; 22 Ideal Block, Belleville, Ill.
 March Stencil Mfg. Co.; 35 March Bldg., Belleville, Ill.

TIRES (Industrial Truck)

General Tire & Rubber Co.; E. Market St., Akron, Ohio.
 Goodrich Rubber Co., B. F.; Akron, Ohio.
 Goodyear Tire & Rubber Co.; 7144 E. Market St., Akron, Ohio.
 (See advertisement elsewhere in this issue.)

TIRES (Motor Truck)

Fremont Tire & Rubber Co.; So. Main St., Akron, Ohio.
 General Tire & Rubber Co.; E. Market St., Akron, Ohio.
 Goodrich Tire & Rubber Co., B. F.; Akron, Ohio.
 Goodyear Tire & Rubber Co.; 7144 E. Market St., Akron, Ohio.
 (See advertisement elsewhere in this issue.)
 Kelly-Springfield Tire Co.; 405 Lexington Ave., New York, N. Y.
 Mohawk Rubber Co.; 1235 Second Ave., Akron, Ohio.
 Scheringer Rubber Co.; Akron, Ohio.
 United States Rubber Co.; 1790 Broadway, New York, N. Y.

TRAILERS (Motor Truck)

B & J Trailer Co.; 3913 Michigan Ave., Chicago, Ill.
 Frennauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.
 (See advertisement elsewhere in this issue.)
 General Motors Truck Co.; Pontiac, Mich.
 (See advertisement elsewhere in this issue.)
 Herman Body Co.; 4420 Clayton Ave., St. Louis, Mo.
 (See advertisement elsewhere in this issue.)
 Highway Trailer Co.; Edgerton, Wis.
 Stoughton Co.; Stoughton, Wis.
 Trailer Co. of America; Slat and Robertson, Cincinnati, Ohio.
 Utility Trailer Mfg. Co.; Box 1407, Arcade Station, Los Angeles, Cal.

TRUCKS (Hand)

American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa.
 (All steel stevedore)
 Barrett-Cravens Co.; 3242 West 30th St., Chicago, Ill. (Lift, stevedore and platform form)
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)
 Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio
 Colson Corp.; Box 550, Elyria, Ohio. (Platform and stevedore)
 Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)
 Fairbanks Co.; 308 Lafayette St., New York, N. Y.
 (Lift, platform and stevedore)
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
 Hamilton Carter & Mfg. Co.; Hamilton, Ohio.
 Howe Chain Co.; 2-8 E. Clay Ave., Muskegon, Mich.
 International Engineering, Inc.; 1145 Bolander Ave., Dayton, Ohio.
 Jarvis & Jarvis, Inc.; 200 S. Main St., Palmer, Mass.
 Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)
 Lewis-Shipley Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)
 Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)
 McKinney Mfg. Co.; Liverpool & Metropolitan Sta., Pittsburgh, Pa. (Stevedore)
 Marion Malleable Iron Works; Box 689, 928 Miller Ave., Marion, Ind. (Dolly)
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
 Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.
 Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and stevedore)
 Saginaw Stamping & Tool Co.; Saginaw, Mich.
 Self-Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
 Stretch & Bro., A.; 318 Eighth St., Oshkosh, Wis.
 Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind.
 (Platform)

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TRUCKS (Refrigerator)

International Engineering, Inc.; 1145 Bolander Ave., Dayton, Ohio.
 R & R Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.
 Self-Lifting Piano Truck Co.; Findlay, Ohio.

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 Fairbanks Co.; 308 Lafayette St., New York, N. Y.

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio

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 Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.
 Hirsh-Weis Mfg. Co.; 205-209 Burnside St., Portland, Ore.
 Isaac and Son, Wm.; 88 Bowery, New York, N. Y.
 McDonald Mfg. Co., R. L.; Twelfth & Penn Sts., St. Joseph, Mo.
 Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo.
 Nunnally & McOwen Co.; 104-6 Mitchell St., S. W., Atlanta, Ga.
 Oppenheim Bros.; 1107 Broadway, New York, N. Y.
 Scott Mfg. Co., Cyrus W.; Houston, Texas.
 Star Overall & Uniform Mfg. Corp.; 65 Varick Ave., Brooklyn, N. Y.
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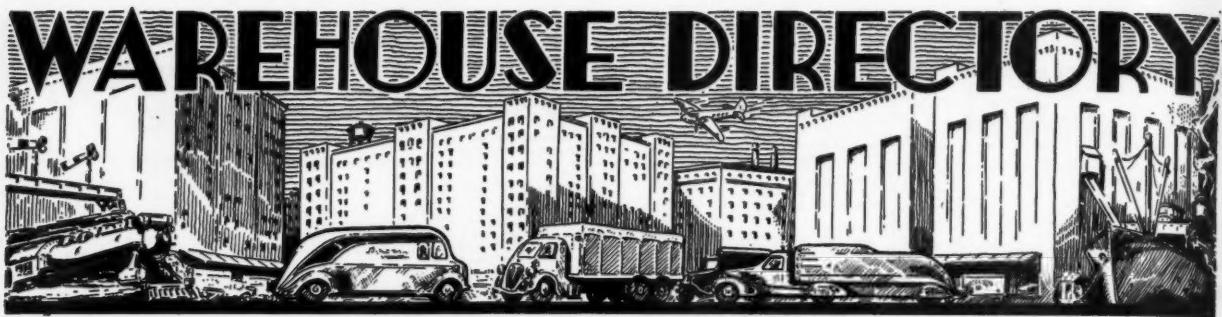
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A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders and Terminals.

"Andy Says"

IN this issue *Distribution and Warehousing* is fortunate to have an especially prepared article on State and municipal taxation for goods held in public warehouses. Those who heard Dr. Frederick's address at Atlantic City before the merchandise division of the American Warehousemen's Association will recognize him as a student of economics; his topic there, "Trends in Marketing Procedure," was enthusiastically received.

In this text on the subject of taxes Dr. Frederick points out:

"Stop discussing it 'off the record' at State and other warehousemen's meetings. Stop being afraid of it—look at it as a national problem and not merely a local one."

Again he states:

"... merchandise may well be said to be still in transit while in warehouses which are performing a distribution as well as a storage function—final delivery has not been made."

This is undoubtedly a very important thought but one which would be fought to a finish by the state tax commissions on the ground that the expense to collect the tax in any other way or at any other place than the warehouse would become prohibitive, thereby becoming a nuisance tax with no or little income to the State.

In another place in his story Dr. Frederick says:

"As a matter of actual fact, though it is a debatable question in many minds, most of the merchandise stored in public warehouses today is interstate commerce . . . it is time for the warehouse business to have its position in interstate commerce clearly defined."

Read the entire article, beginning on page 8.

Wm. R. Hoag dead. As this issue goes to press, last minute news brings word of the sudden passing of our good friend Wm. R. (Bill) Hoag of the Trans-Continental Freight Co., Chicago. Suffering a paralytic stroke on the night of Wednesday, April 22, Mr. Hoag's death occurred the following Saturday. A detailed obituary will appear in the June issue of *Distribution and Warehousing*.

REPRESENTING one of Richmond, Va.'s largest real estate transactions in the past year, announcement is made by C. Fair Brooks, operating executive of the Brooks Transportation Co., Inc., in that city, of the purchase of a large part of the American Locomotive Works for use as a motor freight depot, garage and repair shop for the transportation company's lines.

Like some other warehousing organizations which have entered the long distance motor trucking business, the Brooks organization is one of the outstanding examples of success. If more warehousemen of five to ten years ago had initiated such an operation, there would be more motor freight buildings immediately adjacent to the storage plants.

The motor freight business is the transportation business which should be operated as a separate unit but in close relationship with warehousing. In the newly acquired Brooks property is a three-story fireproof building that will be used as a merchandise warehouse.

If this can be done in Richmond, certainly similar opportunities present themselves elsewhere.

"Andy"

BIRMINGHAM, ALA.

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Prompt Service—Accurate Accounting
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Members: A. W. A., N. F. W. A., S. O. W. A.,
A. C. W., A. L. A. T. & W. A.

BIRMINGHAM, ALA.

STRICKLAND
Transfer & Warehouse Co.
1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.R.s.

BIRMINGHAM, ALA.



WITTICHEN

Transfer & Warehouse Co.
Fireproof Warehouse
Household Goods and Merchandise
Agents: Aero Mayflower Transit
Company
Member of Allied Distribution, Inc.



MOBILE, ALA.

Merchants Transfer Company
HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded
Authorized Transfer Agents
A.T.&N., G.M.&N., L.&N., M.&O. &
Southern Railroads. Clyde Mallory S/S Co.

MONTGOMERY, ALA.



Alabama Transfer & Warehouse Co.

Cor. N. Perry & Pollard Sts.
BONDED — FIREPROOF —
WAREHOUSE
STORAGE & DISTRIBUTION
Members N.F.W.A. — A.W.A. — S.O.W.A. —
A.C.W. — A.V.L.



MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.
210-220 COOSA STREET

Merchandise and Household Goods
Low Insurance Rate Bonded Trucking Service
Pool Car Distribution
Members: A.W.A., N.F.W.A., S.O.W.A.

PHOENIX, ARIZONA

H. W. CHAMBERS, PRESIDENT

Chambers Transfer and Storage Co.

301 South Fourth Avenue
Storing and Packing Moving and Shipping
Warehousing and Distribution service for merchandise and furniture.
Sprinklered warehouse—Insurance rate 46c.
Member—N. F. W. A.

The
Ditto Machine & Gelatine Mfrs.
select their

Merchandise, Cold Storage and Household Goods Warehouses from the pages of this Magazine

PHOENIX, ARIZONA

The Lightning Moving &
Storage Co.

TRANSFER
AND
STORAGE

Storage capacity 68,000 sq. ft. General receiving and forwarding agents. Pool car distribution our specialty.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

FORT SMITH, ARK.

W. J. ECHOLS, Jr.
President

W. J. ECHOLS J. MONTAGUE WILLIAMS
Vice-President Manager

ARKANSAS WAREHOUSE COMPANY

General Merchandise Storage, Forwarding,

Pool Car Distribution.

55,000 Square Feet Floor Space.

Modern Fire Proof Building. Sprinkler Equipped.

Lowest Insurance Rate.

On St. Louis, San Francisco Railroad Reciprocal Switching.



LITTLE ROCK, ARK.

Commercial Warehouse Co.

801-7 East Markham Street
A Complete Branch House Service
Fireproof Sprinklered - Low Insurance
Private Railroad Sliding - Quick Service



LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household Storage



NEW TERMINAL WAREHOUSE CO.
LITTLE ROCK ARKANSAS

Member American Warehousemen's Association
American Chain of Warehouses.

Absolutely
Fireproof
Low
Insurances
Rates
Pool Car
Distribution
Compartments
for Household
Goods



LONG BEACH, CAL.

STORAGE-TRUCKING
DISTRIBUTION
FREIGHT-MACHINERY
TRUCK CRANES
RIGGING



457 GOLDEN AVE. - P. O. BOX 237

CALIFORNIA

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
May, 1936

LOS ANGELES, CAL.

**PLAY SAFE—
CONSIGN
SHIPMENTS
TO BEKINS**



LOS ANGELES, CAL.

EFFICIENT WAREHOUSING
and DISTRIBUTION
CALIFORNIA WAREHOUSE CO.
837 TRACTION AVE.



Specialist in Food Distribution

Sprinklered Concrete
Building
Central Location
Spur Tracks
Low
Insurance
Cartage
Service
Merchandise
Exclusively

LOS ANGELES, CAL.

"Sales Minded Service"

•CITIZEN'S WAREHOUSE•

DISTRIBUTION AND STORAGE

1001 East First Street Los Angeles, California

Not merely a "Point of Storage and Distribution" for your merchandise,
but Active, Dependable Citizens "Sales Service" A real Business Builder.

LOS ANGELES, CALIF.

J. A. CLARK DRAYING COMPANY

Complete and efficient service in distribution, delivery
or storage of merchandise.

Franchise carrier between Los Angeles Harbor and the city of
100 Howard St., Los Angeles. 125 Santa Fe Ave.,
SAN FRANCISCO Established 1875 LOS ANGELES

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL
the FIRST . . . Established 1893 . . . MORE THAN
ORDINARY SERVICE . . . We invite inquiries relative to
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

LOS ANGELES, CAL.

816 Commercial Street

Los Angeles Warehouse Company

Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly
Hills, and Los Angeles direct to us. We will insure
you satisfied customers. A complete service.

LOS ANGELES, CAL.

1950 S. Vermont Avenue, Los Angeles

LYON
VAN & STORAGE CO.

SERVES CALIFORNIA



Routing Bulk Freight via Inland Waterways

(Continued from page 21)

one was greatly concerned over a few cents in the freight rate. Then, following the war, the automobile developed a new passion for quick delivery. Today, following the depression, the need to economize turns us back once more to water carriage. It is slow. But, has a great virtue, it is the cheapest transportation.

Shipment of single packages, or of small lots, over the waterways seems to be disappearing.

Not many years ago, packet boats on the Hudson from Albany to New York (145 miles) carried an immense volume of miscellaneous freight. Leaving after the close of one business day, they delivered before daylight at destination—not only between the two terminal cities just named but for a dozen other cities along the Hudson. Similar services were in operation on the Connecticut and other rivers of New England; on Chesapeake Bay and the Delaware River for eastern Maryland-Baltimore-Wilmington-Philadelphia; on the James and the Sacramento Rivers the same condition prevailed, to say nothing of Puget Sound and the many rivers of the Mississippi system.

Package Services Have Declined

Within fifteen years, however, nearly all these packet services have vastly decreased in volume. Many of them have disappeared. The reason we know, very well. The motor truck renders the same service even more expeditiously and dependably; it is free from ice and weather interference; and, most of all, without appreciable cost it can pick up and deliver, whereas with the packet boat the shipper must deliver to the dock and, tomorrow morning, the receiver must call for his goods. The motor truck, at not a greatly heavier cost, is more modern for the small lot of goods.

For the bulk lot, the opposite holds true.

In the shipment of goods via the Canal-Great Lakes route the packet business has disappeared. Indeed, for this routing, it never lived after the railroads were built. They brought to an end the package, and small-lot, shipment which, until that time, went over the only route available: the water one.

But for bulk goods, such a route as that of the combined Erie Canal and the Lakes has been growing in importance the past few years—first, for almost any commodity that moves in carload lots; second, for the so-called "bulk" commodities which move in lots of 200 tons and more.

First, as to the carload minimum lots.

Tariffs are in effect from Philadelphia (via water to New York harbor points) and from the New York area to Buffalo or Oswego through the Erie Barge Canal to any of the 400 ports on the Great Lakes. Rates are in effect also for the reverse direction.

The minimum lot is the carload weight, usually the same tonnage as given in the Official Classification for all-rail movement. The rates are published as "Canal-and-Lake" or "Canal-Lake-and-Rail" for import and domestic freight. Such a tariff may be obtained by any interested reader from J. D. Ross, Agent, 120 Wall St., New York City.

For such freight, with the carload minimum, shipments are consolidated by the canal transportation company, moved in barges either under tow or as motorships between the seaboard and the Lakes, transshipped

(Continued on page 49)

LOS ANGELES, CAL.



METROPOLITAN
WAREHOUSE CO.

Merchandise Warehousing
and Distribution
U. S. Customs Bonded

Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area

Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET
LOS ANGELES

MEMBER

ALLIED DISTRIBUTION, Inc.
1325 Newberry Ave. 11 West 42nd St.
Chicago, Ill. New York City

Offices for Rent
Telephone and
Secretarial Service
Sub Basement for
Cool, Dry Storage

LOS ANGELES, CAL.

Overland Terminal Warehouse

Ninth and Alameda Sts.

General Merchandise Storage

U. S. Customs Bonded Storage

Cool Room Accommodations

"Vacufume" Process of Fumigation

MANAGED AND OPERATED BY

CROOKS TERMINAL WAREHOUSES

CHICAGO NEW YORK KANSAS CITY
419 W. Harrison St. 76 Beaver St. 1104 Union Ave.

CALIFORNIA'S MOST MODERN WAREHOUSE
SERVED BY THE UNION PACIFIC

LOS ANGELES, CAL.

MERCHANDISE
STORAGE AND
DISTRIBUTION
DRAYAGE
CYANIDE FUMI-
GATION
BROKERS' OFFICES
SECRETARIAL
P.B.X.
FINANCING
SERVICE



Pacific Commercial Warehouse, Inc.
923 East Third St. Los Angeles, California
SPECIALIZING IN STORAGE AND DISTRIBUTION
OF FOOD PRODUCTS
Represented by NATIONAL WAREHOUSING SERVICE
519 W. Roosevelt Road Chicago, Ill.

LOS ANGELES, CAL.

We Solicit Your Shipments and
Pool Car Distribution

PRUDENTIAL
STORAGE & MOVING CO.

1619 SOUTH VERMONT AVE.
FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
Members: California Van & Storage Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

1817-1835 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE

Storage Distribution Drayage

Represented by Distribution Service



340,000 Square Feet
New York

88 Motor Trucks
Chicago San Francisco

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

47

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.8 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

LOS ANGELES, CAL.

Make Westland Warehouses

Your Distribution Headquarters
in So. California

Member, A. W. A.
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.
Services

Westland
Warehouses, Inc.
4814 Loma Vista Ave.
Los Angeles, Calif.
Room 1305
38 So. Dearborn St.
Chicago, Ill.



OAKLAND, CAL.

OAKLAND WAREHOUSE TERMINALS

18TH & CAMPBELL STS.

OPERATED BY MERCHANTS EXPRESS CORP.

SAME OWNERSHIP AS

Southern Pacific Terminal Warehouse

4TH & BERRY STS., SAN FRANCISCO

OPERATED BY WALKUP DRAYAGE & WAREHOUSE CO.

Modern buildings with lowest
insurance rates and largest fleet
of motor equipment in the bay
area.

Most complete and efficient
transbay service. Exclusive
contracts all railroad store door
services.

STORAGE & POOL CAR DISTRIBUTION OF
FURNITURE AND MERCHANDISE

MEMBER AWA

SAN FRANCISCO, CALIF.

J. A. CLARK DRAYING COMPANY

Complete and efficient service in distribution, delivery or storage
of merchandise.

100 Howard St.,
SAN FRANCISCO

Established 1875

125 Santa Fe Ave.,
LOS ANGELES

CALIFORNIA

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
May, 1936

SAN FRANCISCO, CAL.

CONSIGN TO

DE PUE
WAREHOUSE CO.

FIRST

AND

BRANNAN

SAN FRANCISCO, CALIF.

FARNSWORTH & RUGGLES

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE
Pool Car Distribution Motor Truck Fleet
Terminal at First, Brannan and Federal Streets
In the heart of the shipping district

SAN FRANCISCO, CALIF.

GIBRALTAR WAREHOUSES
201 CALIFORNIA ST.
OPERATED IN CONJUNCTION WITH
OVERLAND FREIGHT TRANSFER CO.
AND
TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

CONSIGN TO
THE HASLETT WAREHOUSE CO.

280 Battery St., San Francisco

Operators of the most complete warehouse and distribution system in the
San Francisco Bay area.

STORAGE—CARTAGE—COLD STORAGE (OAKLAND)

FIELD WAREHOUSING—FAST TRANSBAY DELIVERY SERVICE

S. M. HASLETT, President

Member American Warehousemen's Assn.

Member American Chain of Warehouses, Inc.

SAN FRANCISCO, CAL.



A Complete Service for the
Warehousing and Distribution
of General Merchandise

Warehousing, Distribution, Draying, Office Accommodations, Telephone Service. Space for Lease

San Francisco Warehouse Co., 625 Third Street
Member: American Warehousemen's Association
Distribution Service, Inc.

DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.

1700 Fifteenth Street

DENVER

Member of N. F. W. A.—A. G. W.—A. W. A.

COLORADO

PUEBLO, COLO.

BURCH**WAREHOUSE AND TRANSFER CO. INC.**

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of N.F.W.A.—A.W.A.—Colo. W.A.

BRIDGEPORT, CONN.

E. G. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.
1337 Seaview Avenue

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING AND RAILROAD CONNECTIONS. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

GREENWICH, CONN.

DRINKWATER SONS, Inc.

Offices

122 RAILROAD AVE.

2 WAREHOUSES

STORAGE, MOVING

50 Years in Business

Member N.F.W.A., C.W.A.



HARTFORD, CONN.

BOAT LINE WAREHOUSE CO., INC.

Located on the Connecticut River

18 Van Dyke Ave.

General Merchandise Storage and Distribution

Direct Water, Rail, and Truck Connections

Barge Shipment Facilities

Member of Conn. W. Assn.—Hartford Chamber of Commerce.

HARTFORD, CONN.

E. G. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.

252 Asylum Street, Hartford, Conn.

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND BRIDGEPORT, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

NEW HAVEN, CONN.

M. E. Kiely, Mgr.

DAVIS STORAGE COMPANY

335 East St., New Haven, Conn.

Modern, Fireproof Merchandise Warehouse. Private seven-car siding, adjacent to Steamship and R. R. Terminals. Pool and truck service to all towns in Connecticut. Motor Truck Service to all towns in Connecticut. Low Insurance Rate. Prompt, Efficient Service.



NEW HAVEN, CONN.

AN ASSOCIATED

STORAGE and DISTRIBUTION

Established 1860

Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: A.W.A., N.F.W.A., C.W.A., A.Wine., MTA
of C, New Haven Chamber of Commerce,
Hauling member Allied Van Lines, Inc.

(Continued from page 46)

into cargo vessels at the Lake port, and in those bottoms carried to destination.

Second, as to large bulks.

A tonnage of 200 will fill a small barge; 400 is the lading of a medium-sized barge; while from 1,000 to 1,500 tons is required to load a large barge.

The tariffs, as a rule, name as the minimum shipment either "Bargeload" or "Motorship Minimum: 400 tons." The rates are lower than those for the first group we have named, where the minimum is the carload of 30,000 to 40,000 pounds. It stands to reason that a lot of 15 to 20 tons will cost more per ton to move than one of 400 tons loaded into a single barge.

As an illustration, the current tariff for china clay (or other potters' clay) reads as follows:

CHINA CLAY

Barge Minimum—Bargeload.
Motorship Minimum 400—G. T.

FROM	TO	RATES per G.T.	
		BARGE	MOTORSHIP
Welland Canal Ports..	\$2.00	\$2.00	
Niagara Falls ... N.Y.	2.75		
Buffalo N.Y.	2.50	2.50	
Lake Michigan Ports not including Chicago	3.25	3.50	
North Tonawanda, N.Y.	1.75	1.75	
New York, N.Y.			
Chicago	Ill.	3.00	\$.25
Ashland	Wis.		
Munising	Mich.		
Duluth	Minn.	3.00	3.25
Superior	Wis.		
Fort William	Ont.		
Port Arthur	Ont.	3.25	3.50
Thunder Bay	Ont.		

The rates for automobile parts, moved only eastward from Detroit, are quoted in this manner:

AUTOMOBILE PARTS

Minimum: See Conditions Column.

From	To	Conditions	Rates in cents per 100 Pounds	
			Barge	Motorship
New York	Minimun		23	25
Harbor Des- tinatons ...	400 N. T.	23	25	
	Minimum	20 1/2	22 1/2	
	750 N. T.	20 1/2	22 1/2	
	Minimum	18	20	
Detroit, Mich.	1000 N. T.	18	20	
	Minimum	26	28	
Chester .. Pa.	400 N. T.	26	28	
	Minimum	23 1/2	25 1/2	
	750 N. T.	23 1/2	25 1/2	
	Minimum	21	23	
	1000 N. T.	21	23	

Or, for fertilizer and fertilizer materials, the tariffs become a bit more complicated, as shown on page 21.

Tariffs for this movement of freight in bulk tonnages are covered under the issues of the Canal Carriers' Association Tariff Bureau. They may be obtained from Stanley Carpenter, Agent, 70 Pine St., New York City.

Whenever the volume of one shipment becomes 200 tons or more, some form of water transportation is cheaper, provided (1) that speed is not essential and (2) that both shipping and receiving points are properly located to use a waterway.

Steel from the Pittsburgh region, and more recently from Chicago as well, is such a huge tonnage that it moves down-stream over the Mississippi system. Coal comes into the Ohio from four or five tributary streams, then to be barged to all points from Cincinnati to New Orleans. Cotton and other bulk products come up the same rivers. Stone and cement, brick and the grains, have been the next in tonnage over all waterways. And, on the Great Lakes, the ore-and-coal movement creates the greatest tonnages of all waterways, with wheat holding third place.

But, in addition to these great commodities, any shipment of about 200 tons and upwards will benefit by traveling via water, when a route is available. Even the combined Rail-and-Lake or Rail-and-River rates, as carried in the tariffs, cost less than all-rail routings;

(Concluded on page 50)

NEW HAVEN, CONN.

PAUL A. DAHLGARD, Owner

West Haven Trucking Company

Storage Warehouses

Offices, 435 Congress Ave.

Household Goods, Storage, Packing,
Shipping, Receiving

WASHINGTON, D. C.



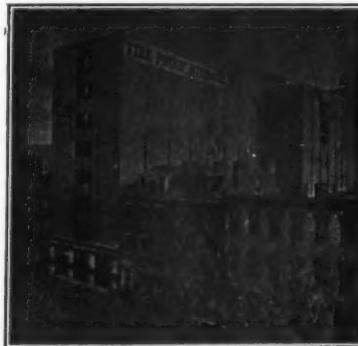
E. K. MORRIS, President

FEDERAL STORAGE
COMPANY

1707 FLORIDA AVENUE

(See Page Advertisement Directory Issue)

WASHINGTON, D. C.

Absolutely
FireproofMOVING
PACKING
SHIPPINGPool Car
Distribution
General HaulingMerchants Transfer & Storage Co.
920-922 E. St., N. W.

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON
AND VICINITY

Security Storage Company

OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000.

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

1140 Fifteenth Street, Washington
31 Place du Marche St. Honore, Paris

WASHINGTON, D. C.

Modern
Fireproof
BuildingLONG
DISTANCE
MOVING
PACKING
STORING
SHIPPING

SMITH'S

TRANSFER & STORAGE CO., INC.
1313-15-17-19-21 Yon Street, N. W.

Member—Mayflower Warehousemen's Association

DIST. OF COLUMBIA**DIRECTORY OF WAREHOUSES**Distribution and Warehousing
May, 1936

WASHINGTON, D. C.

GENERAL MERCHANDISE STORAGE
**Pool Car Distribution—
City Delivery Service**
 Direct Switching Connections into Warehouse
 Pennsylvania Railroad

TERMINAL REFRIGERATING & WAREHOUSING CORPORATION
 4th and D Streets, Southwest
 Member of A. C. W.

WASHINGTON, D. C.

UNITED STATES STORAGE COMPANY
 Established 1901
 418 10th Street, N. W.
We Reciprocate Shipments
 (See Advertisement in Directory issue, page 111)
 Member of N.F.W.A.—W.W.A.

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE UNION TERMINAL WAREHOUSE COMPANY
 East Union and Ionia Streets
 Merchandise Storage—Custom Bonded—Pool Car Distribution
 Reconditioning—Trucking Service—Trackage 52 Cars
 Reinforced Concrete—Sprinkler System
 Insurance Rate 20 Cents
 Rental Compartments—Sub-Postoffice, Western Union Tel.
 Members A.W.A.—A.C.-of-W.—J.W.A.

JACKSONVILLE, FLA.

VANN WAREHOUSE COMPANY, INC.
 242 E. Bay Street Jacksonville, Fla.
 Merchandise Storage—Cold Storage—Pool Car Distribution
 Building is centrally located, brick and concrete construction, equipped
 with sprinkler system and served by Se. Ry., C.S.&F. Ry. and St. Johns
 River Terminal Co. Low Insurance Rate.
 Member of Jacksonville Warehousemen's Association

MIAMI BEACH, FLA.

Washington Storage Co., Inc.
 1001 Washington Avenue
Moving—Packing—Shipping—Storage
 Members NFWA, SOWA

TAMPA, FLA.

"Your Tampa Branch House"

CALDWELL BONDED WAREHOUSES
 INCORPORATED

MERCHANDISE
 Storage & Distribution
 Fireproof Buildings
 Waterfront Warehouses and
 Private Decks

U. S. CUSTOMS
 Bonded Storage,
 Government Storeroom
 retained permanently,
 Normal temperatures for
 Wines and Liquors.

HOUSEHOLD
 Moving & Storage Agents
 Aero Mayflower Transit
 Co.
 National Long Distance
 Movers.

Members Mayflower Warehousemen's Assn.

(Concluded from page 49)

and, under one guise or another, these much-disliked "hyphenated" rates serve to bring down the rail rates.

For 1935 the chief commodities moving over our inland waterways, following those just named as constituting the principal bulk, were:

Canned goods	Wool	Chocolate
Flour	Lime	Paint
Beans	Automobiles	Stoves
Potatoes	Pig iron	Coffee
Toilet paper	Pig copper	Lath
Newspaper paper	Pig tin	Shingles
Wrapping paper	Fish	Door and window sash
Fibre and corrugating paper	Salt	Lumber
Roofing	Sugar	Railroad ties and bridge timbers
Floor coverings	Feed	Oil
Fencing	Fertilizers	Petroleum products
Iron and steel products	Phosphate	Cotton seed oil
Cement	Potters' clay	
Fruit	Bath tubs	
Vegetables	Other porcelain wares	
	Cocoa	

For seven months after the first of May the inland waterways of the northern States are open to navigation. During those months much tonnage of freight, ordinarily transported at greater cost, might well be shipped by water for all or for most of the route. For the southern portions of the country, and for all coastwise movement, twelve months of open navigation is available, so that the five closed months do not become a factor in planning.

Drugs via Panama Canal

One manufacturing druggist, in the New York zone, has used the Panama Canal for Pacific Coast stocks for twenty years but had never thought of the similar savings possible for other parts of the country. During 1934, experimental shipments were made to Chicago, Duluth and Milwaukee via barge-vessel routes. The results were surprising: less cost and no difficulties whatever. In 1935 the Great Lakes shipments included also Cleveland, Detroit and Toledo. Again the experience was favorable.

At present, for some thirty of its products, the company is experimenting with waterway shipments along the coast from Boston to the Gulf, not for single packages or small lots, but for lots which will bulk into tonnages of 100 tons or more—so that a preferential rate, or a competitive rate, may be quoted.

When such a program is practicable for a maker of drug-store products, ordinarily not heavy in tonnage, any manager should make sure he does not overlook this manner of cutting costs.



Newest type of vessel for canal, Great Lakes and coastwise operation. (Courtesy of "Shipping Register.")

J. P. Watson Reenters Warehousing

The Meadowbrook Storage Warehouse Co. has removed its business from 195-201 McKinley Avenue to 57 North Day Street, East Orange, N. J.

James P. Watson, the original owner of the McKinley Avenue plant and for years formerly identified with warehousing interests in the Oranges, has taken possession of the property and has again actively entered the storage field in East Orange.

TAMPA, FLA.

Let "The Safest Place in Tampa" Serve You in "The Land of the Sun"



MERCHANDISE
STORAGE
POOL CAR
DISTRIBUTION

Tampa is the logical
port from which to
serve all of Florida.
Lowest Average
Freight Rates.
Best Service.
Carry Your
Florida Stock
AT

HOUSEHOLD GOODS
STORAGE
MOVING—PACKING
SHIPPING

LEE TERMINAL
AND WAREHOUSE CORPN.
TAMPA, FLA.
Represented by Distribution Services
NEW YORK—CHICAGO SAN FRANCISCO

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.**BONDED****CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION**

Morgan and Water Streets, Tampa, Florida

ATLANTA, GA.

BONDED SERVICE WAREHOUSE

432-434 Marietta Street

BONDED
FIREPROOF STORAGE
MERCHANDISE
AND HOUSEHOLD GOODS
POOL CAR DISTRIBUTION

ATLANTA, GA.

BONDED**General Warehouse & Storage Co., Inc.**

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers
Remittance made day received
Store door delivery—Re-packing—Re-shipping

MERCHANTISE DISTRIBUTION

Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

*"Atlanta's Largest"***MONROE BONDED WAREHOUSES**

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKINGPrivate Railroad Sidings—Concrete Warehouses
A. D. T. Service

AUGUSTA, GA.

AIKEN, S. C.

F. L. Harrison, Pres.

RELIABLE TRANSFER CO.

General Merchandise Storage and Distribution

Household Goods Storage, Packing, Shipping
Pool Car Distribution

Direct R.R. Siding A. C. L., C. & W. C. R.R.

SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE & TRANSFER
COMPANY.BAY STREET EXTENSION & CANAL,
Post Office Box 1187

General Storage—Distribution—Reconditioning

Custom House Brokerage—Custom Bonded

Regular steamship service from principal

Eastern, Western & Gulf ports—track con-

nections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—S.C.W.A.



HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

HONOLULUconsign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

CITY TRANSFER COMPANY
Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Arranged

BOISE COLD STORAGE COMPANYMerchandise Warehousing & Forwarding
Negotiable Warehouse Receipts Issued
Pool Car Distributors

304 S. 16th St. P. O. Box 1656 On U.P.R.R.

CHICAGO, ILL.

■ Combine your Chicago Office
and your Warehouse

■ at ANCHOR. The best

location in Chicago—across the street from Tribune Tower and
only three minutes from the loop.You will find here every facility for the efficient storage and dis-
tribution of your merchandise.Re-shipping facilities second to none—direct tunnel connection
with all railroads eliminating cartage. Private switch on C&NW
Railway—delivery platform inside the building—private dock on
Chicago River outside all bridges—lighterage connection with
rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street

CHICAGO

Represented by

DISTRIBUTION SERVICE, INC.

CHICAGO, ILL.



Unexcelled Delivery Facilities

■ Ample sheltered truck de-
livery space facing on well
paved private streets; express and
truckling trailers constantly on hand
for package shipments; special
truck arrangements for swift
deliveries in the metropolitan area;

high speed service elevators at
frequent intervals in all of our
units; and, besides, a Union Freight
Station of the Chicago Junction
Railway under our own roof which
makes Central Storage & Forward-
ing Company warehouse service—

Unique in Chicago

Central Storage

& FORWARDING COMPANY

2001 West Pershing Road . . . Chicago

Telephone: LAfayette 5628

ILLINOIS

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
May, 1936

CHICAGO, ILL.



DOWNTOWN
WAREHOUSE

Most Centrally Located
2 Blocks from New Union Station
CANAL &
HARRISON STS.
Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 76 BEAVER STREET

KANSAS CITY

SOUTH SIDE
WAREHOUSES

5801-5967 West 65th St.

Capacity 1200 Carloads
Insurance Rates as Low as 12c.



CHICAGO'S MOST MODERN WAREHOUSES

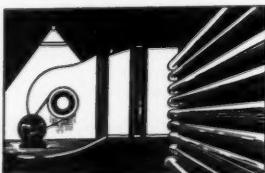
Also operate three modern warehouses in Kansas City and the
Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

CURRIER-LEE *Answers..*



"AIR CONDITIONED FOOD STORAGE"



With special areas of storage space completely air-conditioned, their temperature and humidity automatically controlled, Currier-Lee is eminently fitted to answer peculiar storage problems associated with foods and kindred products. A location at the very hub of the wholesale grocery business, with a tunnel railway station in our own buildings, a private fleet of trucks, ample loading facilities, automatic sprinkled, night-patrolled storage space, food manufacturers and distributors find the RIGHT answer to their warehouse problems at Currier-Lee. Write today for illustrated descriptive literature.



CURRIER-LEE WAREHOUSE CO.
General Offices 427 W. Erie St., Chicago, Ill.

Freight Forwarding's Place in the
Distribution Picture Subject of an
I.C.C. Inquiry; Storage Included

(*Washington Correspondence*) The Interstate Commerce Commission has ordered an investigation of the part the freight forwarding industry plays in the general freight traffic picture. The inquiry will be complete and thorough and will include a survey of:

"1. The relationship, direct or indirect, between any of the railroads or their officials and any person, firm or corporation engaged in the carloading or freight forwarding business, including the securities owned or other pecuniary interests in such freight forwarding or carloading agencies, and the management or operation of such agencies by railroads or their officials or by subsidiaries or affiliates of the railroads.

"2. All tariff provisions, rates, charges, rules and regulations published by the railroads relative to or affecting the receipt, transportation, delivery, storage, handling, stopping in transit and other services performed by the railroads in connection with the hauling of traffic.

"3. Operating practices of the railroads in connection with the receipt, transportation, routing, handling, delivery, storage, stopping in transit and other rail services.

"4. Accessorial and terminal services performed by the railroads in connection with the handling of this traffic, such as loading, unloading, marking, checking, sorting and other station or platform services, switching, trucking, floating and other terminal or delivery services, and the costs and compensations for such services, and allowances to shippers.

"5. The tonnage of freight in consolidated carloads, transported at carload rates for freight forwarding or carloading agencies during representative periods, and the net earnings of the railroads on such shipments.

CHICAGO, ILL.



Accessible Location.
Modern Warehouses.
Excellent Shipping
Facilities.
Delightful Offices
Special Equipment.
Economical Services.
No cartage expense on
outbound L.C.L.
Freight.
1485 W. 37th St.

CHICAGO, ILL.

W. F. CARROLL, Pres.

J. J. BARRETT, Gen. Mgr.



EMPIRE
MAINTAINS A
STANDARDIZED SERVICE

For almost fifty years EMPIRE Service has been preferred by companies desirous of giving the household effects of employees, transferred to or from Chicago and suburbs, the very best of care and service.

LONG DISTANCE REMOVALS
PACKING AND SHIPPING BY RAIL
STORAGE FOR HOUSEHOLD GOODS AND MERCHANDISE
(CITY-WIDE SERVICE)

EMPIRE WAREHOUSES, Inc.

General Offices: 5153 Cottage Grove Ave., CHICAGO-ILLINOIS

CHICAGO, ILL.

RALPH J. WOOD, Pres.

MORRISON C. WOOD, Treas.

For Shipments to the South Side's Finest Residential Districts
CONSIGN TO

The Lincoln Warehouse Corporation

Main Office and Warehouse—4250 Drexel Boulevard

"43 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted.

Member N.F.W.A.

"6. Land, buildings and other property of the respondents used in whole or in part by shippers of consolidated carload freight, the cost and value of such buildings, land and property used, and the net compensation received for their use.

"7. All other information germane to the subject matter of this investigation so far as it relates to interstate or foreign commerce, with a view to determining whether the rates, charges, rules and regulations and practices of the railroads are inconsistent with the honest, economical, and efficient management, or are unjust, unreasonable or are in any respect in violation of the law."

The Commission will decide from the findings whether any changes in the rules and regulations, or rates and practices, are necessary, it indicated in its order.

The Commission will later indicate the points throughout the country where this investigation will be conducted, in a decentralized survey. — (Edwin Hartrich.)

Position Wanted

M ERCHANDISE executive, now associated with large eastern warehouse as assistant manager. Experienced in all phases of merchandise storage and distribution. Young, married, personable, ambitious, and healthy. Sound business experience and judgment.

Now assuming practically entire responsibility, and employers anxious to retain my services. My own judgment, however, dictated a change.

Excellent references. Location immaterial. Replies confidential. Will prove a valuable manager to some warehouse.

Address Box G-225, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

CHICAGO, ILL.

Member A. W. A.

COMPLETE WAREHOUSING
AND DISTRIBUTING SERVICE



**GRISWOLD-WALKER-BATEMAN
COMPANY**

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RR's). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

CHICAGO, ILL.

MIDLAND
Offers
**LARGE AND SMALL SHIPPERS
THREE MODERN MERCHANDISE
WAREHOUSES**
at
CHICAGO
With convenient locations
for Local Trade.
With excellent transportation facilities
for National Distribution
Chicago Junction In and Out-bound Union
Freight Station—direct connections with
thirty-eight railroads, no trap car, tunnel or
cartage service or charges on in or out-bound
LCL shipments. Receiving stations of Express,
Freight Forwarding, Electric and Boat
Lines on premises.
With a complete warehouse organization
fully equipped to handle merchandise rapidly and economically
Let Us Quote on Your Requirements
MIDLAND WAREHOUSES, INC.
1500 SOUTH WESTERN AVENUE,
CHICAGO, ILL.

TWO warehouses close to the Loop
 • Direct railroad connections • Office and warehouse space to rent • U. S. Customs Bonded Storage • Loans on standard merchandise • Low insurance rates • Direct tunnel service • Special facilities for the storage of wines.
 Write for information on services to meet your individual needs.

RAILWAY TERMINAL & WAREHOUSE CO.
 444 West Grand Avenue, Chicago, Illinois
 ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

CHICAGO, ILL.**"Chicago's Leading Warehouse"****SENG WATERWAY WAREHOUSE CO.**

310 West Polk St.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage.

CHICAGO, ILL.**Soo Terminal Warehouses**

519 W. Roosevelt Road

(Near Loop)

Merchandise Storage—Pool Car Distribution

Less Carloads To and From All Trunk Lines,
 North Shore Electric and Aurora and Elgin Elec., and Their
 Connections Handled Without Cartage Charges.
 Cool Temperatures—Candy Stored All Year

Ground Floor Warehouse Spaces With or Without
 Offices for Rent—Fireproof—Trackage

CHICAGO, ILL.**TOOKER STORAGE and
FORWARDING CO.**

(Estab. 1903)

STORAGE CARTAGE RESHIPPING LOANS
 LOCATED IN THE CENTER OF DISTRIBUTION
 FINEST RAILROAD FACILITIES
 LOWEST INSURANCE RATES
 GENERAL OFFICES: 3615 IRON ST.

New York

CHICAGO, ILL.

Los Angeles

The
Brecht & Richter Producers
 select their
COLD STORAGE WAREHOUSES
 from the pages of this magazine

"We've Heard that—"*(Continued from page 5)*

purposes. Limit on payments to Northwest exporters is 333,330 barrels of flour, or 1,500,000 bushels of wheat. Claims will not be held up because shipments were made in foreign bottoms; there are no American lines, serving the Philippines from the Northwest, offering scheduled direct service.

Electric Refrigerators o o o

Record household electric refrigerator sales are predicted for 1936. In view of this, big advertising campaigns are being scheduled as warm weather nears.

Close to 2,000,000 machines will be sold, according to one prediction. This would represent a 25 to 30 per cent increase over the 1,500,000 sold in 1935.

Belief for this recovery in sales is founded in part on the possibility of lower rates for current, and increased attention for electric appliances made possible through the recent Supreme Court's TVA decision.

Capitalizing on the idea of lower operating costs, many of the companies are building their sales campaigns more or less on increased efficiency and smaller consumption of current.

Egg Storage o o o

One large packer is experimenting on air conditioning in its egg storage houses.

One cold storage executive is inquiring into use of charcoal in egg storage rooms for the purpose of keeping the room free from odors usually prevalent in such rooms.

Other refrigerating interests are introducing humidity without ventilation, and there is a trend toward use of a sufficient concentration of carbon dioxide in a room to prevent escape of carbon dioxide from the egg; this is held to be the one factor important in the loss of fresh egg flavor.

An experiment in Omaha with eggs processed in a vacuum resulted in storage eggs indistinguishable from fresh eggs after a long period of storage.

Turkey Packing o o o

Because turkeys are increasing in market volume, the relative merits of box and barrel packing have been widely discussed. Although box packing is on the increase, variation of turkey sizes involving problems in the standardization of box sizes has caused some preference for barrel packing with a variety of turkey sizes in the same package.

Canada Trucking o o o

Merchandise for sale, imported into Canada by motor truck, may no longer continue to final destination "under bond" or "in transit" except by transfer to railway. Duty must be paid at port of entry if shipments are to continue by motor truck.

Trucks are not considered as common carriers in Canada and therefore cannot be bonded to carry goods without payment of duty until arrival at final destination. Neither can they be used for in-transit shipments from one point in the United States to another point in the same nation, via Canada.

Prior to this ruling, such shipments could be forwarded under convoy of a Canadian customs officer whose salary, expenses and overtime were paid by the person accommodated.

(Continued on page 57)

CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

CHICAGO, ILL.

WERNER BROS. KENNELLY CO.

M. H. KENNELLY, President

Your Chicago Shipments given preferred attention. Pool cars handled on our own switch track.

Consign C. M. St. Paul & P. R. R. . . .
Wilson Ave. Branch.

CONTAINER SHIPMENTS
SOLICITED

Warehouses Conveniently Located

2815 Broadway
4917 Broadway
7613 N. Paulina St.
4618 Clifton Ave.

PARK BRANCH
1750 N. Clark St.
Opposite Lincoln Park
TRAFFIC DEPT.
3133 N. Halsted St.

MAIN OFFICE:

2815 BROADWAY, CHICAGO, ILLINOIS

The
Cudahy Packers
select their

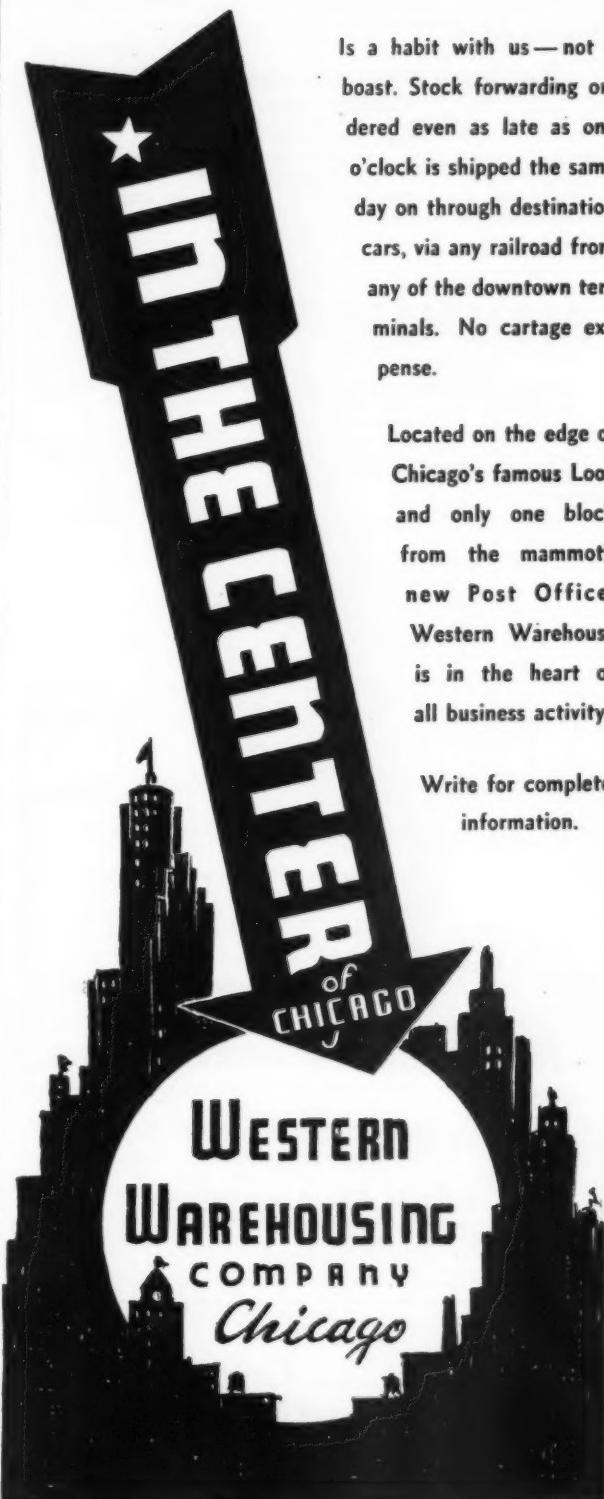
Merchandise, Cold Storage and Household Goods Warehouses from the pages of this Magazine

The
Producers of Harrow-Taylor Butter
select their
COLD STORAGE WAREHOUSES
from the pages of this magazine**S A M E D A Y
DELIVERY SERVICE**

Is a habit with us—not a boast. Stock forwarding ordered even as late as one o'clock is shipped the same day on through destination cars, via any railroad from any of the downtown terminals. No cartage expense.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity.

Write for complete information.



ILLINOIS

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
May, 1936

DANVILLE, ILL.

C. B. Hall, Pres. M. P. Hall, Sec. & Treas.

DANVILLE TRANSFER & STORAGE CO.

The only fireproof warehouse in Danville.
Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate
Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.
American Warehouse Association.
Members National Furniture Warehousemen's Association.
Members Illinois Furniture Warehousemen's Association.

DECATUR, ILL.

Decatur Warehouse Company

(Shumate Transfer)
20-30 INDUSTRY COURT
TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED :: LICENSED :: INSURED CARRIERS

DECATUR, ILL.

SINCE 1892

HAMMAN
BROS.
TRANSFER & STORAGE CO.

Office—501 E. WILLIAM ST.

Member of A.W.A.—N.F.W.A.

Decatur's pool car distributors. Spot stock storage deliveries. Merchandise and Household Goods Storage. Private siding and free switching with PROTECTION IN THE ONLY FIREPROOF WAREHOUSE IN THE CITY. Lowest fire insurance rates. Pick up and delivery service maintained via our freight terminal.

JOLIET, ILL.

Telephones 501 and 502

Joliet Warehouse and Transfer Company

Joliet, Illinois

MERCHANTISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West.
Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.
No switching charges.
Chicago freight rates apply.

PEORIA, ILL.

All Points of the Compass

ILLINOIS

Peoria is the logical center of distribution for Illinois.
We will be pleased to explain our service and facilities.
Our Dependability Your Assurance of Satisfaction
Member of A. W. A.

FEDERAL WAREHOUSE CO.
Adams and Oak

PEORIA, ILL.

**NATIONAL
WAREHOUSE
CO.**

1323 SO. WASHINGTON ST.

The

Calavro Growers

select their

Merchandise, Cold Storage and Household Goods Warehouses from the pages of this Magazine

ROCKFORD, ILL.

BARTLETT WAREHOUSE

TRACKAGE—

—FREE SWITCHING

SPARKLING SERVICE

506-514 Cedar St.

Phone Main 134

ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES

160,000 POPULATION — RATE BREAKING POINT

MOTOR FREIGHT SERVICE IN ALL DIRECTIONS

FEDERAL BARGE LINE TERMINAL

C. B. & Q. SIDING—FREE SWITCHING

ROCK ISLAND TRANSFER & STORAGE CO.

Member of A. W. A.—N. F. W. A.

EVANSVILLE, IND.

"Where waterway-railway-highway meet"

MEAD JOHNSON TERMINAL CORPORATION

Combination River-Rail Truck Terminal & Warehouse



90,000 sq. ft. floor space on one floor. Served by two railroads—C. & E. I. and L. & N. Reciprocal switching to all Evansville industries. Fireproof; Sprinkler system; Thermosytatically heated; Lowest insurance. Ideal trucking facilities. Store door service. Merchandise storage. Pool car distribution. Served by American Barge Line, Mississippi Valley Barge Line and Independent Tows.

EVERYTHING NEW—STRICTLY MODERN

FORT WAYNE, IND.

FORT WAYNE [WITH MIGHT AND MAIN]
STORAGE CO. [THE SAME]

FIREPROOF AND NON-FIREPROOF BUILDINGS.

Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.; Wabash R. R.—Private Sidings—Pool Car Distribution

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.

"FIREPROOF" BUILDINGS

STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District
We have our own truck line and are equipped to make prompt deliveries
Private siding

HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

JOHNSON
Transfer and Fireproof Warehouse

MERCHANTISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.

(Concluded from page 54)

Exceptions to the new regulation are made for shipments to points not served by railway.

Big Business o o o

Two million concerns do all the business of the United States. Capitalized at \$500,000 up are 60,000 of them; at \$75,000 up, 140,000; at \$10,000 up, 400,000. The remaining 1,400,000 have less than \$10,000 capital each.

Of the two million, 504,080 corporations and 214,881 partnerships reported net incomes of three billion each; 337,056 reported deficits of five and a half billion each; the remainder showed no income.

The total tax paid was \$423,068,134. The total assets of the reporting corporations were \$268 billion.

Peaches o o o

Because nature smiled on the Pacific Coast peach orchards, the farmers this spring found themselves with more than 6,000,000 cases of fruit on hand and a new crop coming on. Faced with ruinous prices brought on by this surplus, the growers appealed to chain store organizations of the East and Middle West to give a helping hand in disposing of the supply. In response to this appeal, the "National California Canned Peach Sale" was inaugurated the middle of April.

Paint o o o

Following the steady uptrend in the production and distribution of paints since May, 1933, the business completed this spring has already exceeded the volume handled last year. Many companies have started 1936 with a 20 to 30 per cent gain in sales over 1935.

Significant is the reappearance of the small dealer, who had been absent for a number of years but has started to restock at the best rate since 1928.

Butler Stores o o o

The Butler grocery chain, with 483 stores in the New York metropolitan area, has offered to sell them to the managers at cost. They are expected to be the nucleus of an organization, which 1,500 independent stores have been invited to join, that will be served by the parent company in buying, warehousing, and merchandising, the latter through an advisory service.

The move was made in anticipation of trends in grocery retailing which it is believed are toward voluntary rather than corporate chains. Legislation in 43 States adverse to chain interests was not the reason, it is stated.

Sugar Syrup o o o

Addition of water in the form of sugar syrup to products sold as fruit juices will no longer be tolerated by the Food and Drug Administration. Beginning July 1, legal action will be taken against interstate shipments of fruit juices containing added water regardless of label statements indicating the addition of sugar syrup. There is no objection to the addition of dry sugar, provided the labeling declares its presence.

Packers o o o

By requesting the Interstate Commerce Commission to permit them to continue deducting the cost of cargo insurance from the regular rates of common carrier truckmen, the packing companies have laid themselves open to investigation to determine whether this is rebating.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

HENRY COBURN STORAGE and WAREHOUSE CO.

Merchandise Storage, Distribution, Trucking

Leased Space—Offices—Low Insurance
Loans on Receipts

INDIANAPOLIS, IND.

Indianapolis Warehouse and Storage Co. 330 West New York St.

Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000 Square feet, private siding C.C.C. & St. L. Pool Car Distribution. Lease Space. Office Space.

Member of A.W.A.—Ind. W. A. - Associated Warehouses, Inc.

INDIANAPOLIS, IND.

Strohm Warehouse & Cartage Company 230 W. McCarty St.

Telephone RI. 5513
General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

INDIANAPOLIS, IND.

"Service That
Satisfies"

POOL CAR
DISTRIBUTION

TRIPP WAREHOUSE COMPANY

MERCHANDISE AND MACHINERY STORAGE
Centrally located in Shipping District
Private siding—C. C. & St. L. R. R.

TERRE HAUTE, IND.

DISTRIBUTORS TERMINAL CORPORATION

Private R.R. Track Capacity 21 Cars connecting with all Lines.
Merchandise Storage and Distribution a Specialty
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We
do the rest. U. S. Licensed and Bonded Canned Foods Warehouse
License No. 12-4.

CEDAR RAPIDS, IOWA

CEDAR RAPIDS TRANSFER & STORAGE CO.

FIREPROOF WAREHOUSE
ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING
AND DISTRIBUTION OF MDSE. AND H. H. GDS.

MOTOR FREIGHT TERMINAL

For Reputable Freight Lines
DAILY SERVICE IN EVERY DIRECTION
FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS
Special Warehouse for Farm Machinery and Heavy Equipment

DAVENPORT, IOWA

Including Rock Island and Moline, Ill.

Ewert & Richter Express & Storage Co.

Fireproof Warehouse, on Trackage—in the Business and
Shipping District of Davenport.
Pool car distribution—Mdse. & H.H.G. with motor truck
service—direct from our Combined Rail and Truck Terminal.

A.W.A.—N.F.W.A. Phone Ken. 543

DES MOINES, IOWA

BLUE LINE STORAGE CO.
200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage
Private Siding—Free switch from any R.R. entering
Des Moines

Members: A.W.A.—N.F.W.A.—Ia.W.A.—M.O.W.A.

DES MOINES, IOWA

Fire
Proof
Ware-
house

MERCHANTS
TRANSFER & STORAGE CO.

Member American Chain of Warehouses

9th
&
Mulberry

TRY OUR SUPERIOR SERVICE

40 years' warehousing nationally known accounts
gives you guaranteed service
Daily reports of shipments and attention to
every detail.

DES MOINES, IOWA

ESTABLISHED 1880

White Line Transfer & Storage Co.
120 So. FIFTH AVE. DES MOINES, IOWA
Moving: Packing: Shipping, Consolidators and Forwarders
Fireproof and Non-Fireproof Storage of
AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS
MERCHANDISE (All Kinds)
Private Sidings—Free Switching to and From All Lines Entering Des Moines
(Lowest Insurance)
Member: A. W. A., May. W. A., Ia. W. A., Mo. W. A.



25 MOTOR FREIGHT LINES

with overnight service within a radius
of 100 miles

- MERCHANT-
DISE STOR-
AGE
- POOL CAR
DISTRIBU-
TION
- PRIVATE
RAIL
SIDING

MASON CITY WAREHOUSE CORPORATION

MASON CITY, IOWA

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

Cold Storage Fore!

(Continued from page 7)

perceptible. Every discussion of the cost of living dragged in the "opprobrious" cold storage industry. Each year brought forth a new crop of legislative cure-alls.

All this perturbation, added to the agitation about unsanitary food, became almost a frenzy against cold storage. The industry fell into trying days.

• • •

In Massachusetts a most sensible investigation was made into the cost of living. The Commission had been expected to denounce cold storage in loud words; to the contrary, the report calmed the sea by the sanity of its conclusions. It expressed as its deliberate judgment that:

"This business certainly deserves fair treatment. That should go without saying. It would be fatuous and shameful to hamper this enterprise by legislation prompted by the excitement attendant upon the recent advance of prices."

"Inspection of cold-storage plants by the health authorities, State or local, would, however, impose no hardship on this business and would protect the public against possible abuses."

This report won favor with the public, and, of course, with the cold storage industry. It was most fortunate that this report was issued before a single cold storage law was enacted. Scores of them had been proposed and debated without any having been passed.

Within one year, five States had laws; so that, properly expressed, the cold storage laws date from 1911. Other States enacted statutes much similar to the first, shortly followed by a uniform cold storage law which is gradually replacing other wordings.

Then, for about one generation of businessmen, cold storage men fought the new laws. It was a slow process to bring themselves to accept inspection; a time limit to storage; much reporting; and "red tape" tagging of the goods in store. Within another ten years a new generation of men had come into authority, who knew nothing but regulation, and they have found it entirely possible to conduct cold storage of foods under strict compliance with law.

• • •

THE old prejudice against "cold storage" persisted for a long time. It exists to some extent today. Periodically, some health authority will attract notice to himself by denouncing cold storage food; or, for reasons of his own, a dealer or a restaurant man will claim to handle "no cold storage food". Individuals, too, cannot forget the old belief that "cold storage" means the same as "unfit to eat".

Happily, however, it grows less. The reason is clear: very little cause for complaint exists under modern operations and inspection by public authorities.

• • •

THE next period of cold storage was the post-war decade.

Due to our supplying the Entente armies with their food during the war years, cold storage facilities expanded rapidly all over this country, and especially at Chicago (for meat packing) and at New York and some

(Continued on page 61)

HUTCHINSON, KANSAS

Aero Mayflower—A. W. A.
CODY

Transfer & Storage Co.

Fireproof Warehouse—Merchandise and Household Goods
Private siding — Free switching — Pool car distribution

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GRANDVIEW CLUB TRANSFER & STORAGE CO.

Modern distribution and warehousing service

Merchandise and household goods.
Reinforced concrete buildings. Private siding.
Free switching to and from all lines.
75,000 sq. ft. modern storage.

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L. J. CANFIELD, Proprietor

Telephone Drexel 3420

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PARSONS COLD STORAGE COMPANY

COLD STORAGE AND MERCHANDISE WAREHOUSING
POOL CAR AND SPOT STOCK DISTRIBUTION
MOTOR FREIGHT TERMINAL
QUICK SERVICE AND REASONABLE RATES
PRIVATE SIDING AND FREE SWITCHING

2015-2031 Gabriel

Phone 352

TOPEKA, KANSAS

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TOPEKA TRANSFER and STORAGE Co., Inc.

Established 1888

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A.W.A. FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
CITY-WIDE DELIVERY SERVICE
Private Switch Connections AT & SF, C.R.R. & P. U.P. and M.P.
Member of American Chain of Warehouses

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A Modern Distribution and Warehousing Service

Brokers Office & Warehouse Co.

Murray E. Cuykendall, Gen. Mgr.

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Not something for nothing, but doing what you want done intelligently, economically and promptly.

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Write or Wire

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TRANSFER & STORAGE CO.

WICHITA, KANSAS
Fireproof Storage and Sprinkler System

WICHITA, KANSAS



WICHITA, KANSAS

UNITED WAREHOUSE COS.



Merchandise Warehouses

at TWO BIG

MARKETS

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**THE UNION
TRANSFER and STORAGE
COMPANY, Inc.
THREE LARGE
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY

MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE.

Member American Chain of Warehouses

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W. L. STODGHILL, Gen. Mgr.

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MOVE—PACK—SHIP

Member: Mayflower Warehousesmen's Association

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LAMPPIN WAREHOUSE COMPANY
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Merchandise Warehouse 50,000 square feet,
Mill Construction, Sprinklered, private
siding P.R.R. Distribution of pool cars.

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Louisville Public Warehouse Company
25 WAREHOUSES \$750,000 CAPITAL

Louisville Member
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mds. ————— H. H. Goods

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Ninth Street Public Warehouse

Warehousing in all its Branches

Also Operators of

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Sprinklered Buildings—Most Centrally Located with Rail and
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Aero Mayflower Transit Co. Private Sidings
L.G.A.S., P.R.R. Ry.

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Member of A.W.A.—May W.A.-S.W.A.



LOUISIANA

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
May, 1936

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COMPLETE MERCHANDISE
STORAGE AND DISTRIBUTION SERVICE

Largest local Merchandise Warehousing Facilities, operated in direct conjunction with Our Own River-Rail Terminal. Free Switching by all rail- and water-carriers. Rail Siding Eighteen cars capacity. Lowest local insurance rates. State bonded.

"EFFICIENT—SAFE—ECONOMICAL SERVICE"

MUNICIPAL WAREHOUSES—BATON ROUGE, LA.
MANAGED AND OPERATED BY PORT OF BATON ROUGE

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R. W. DIETRICH, President

Importers' Bonded Warehouse
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and

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Complete Warehousing and Distribution Service for New Orleans and its territory. 200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana and the U. S. Government.

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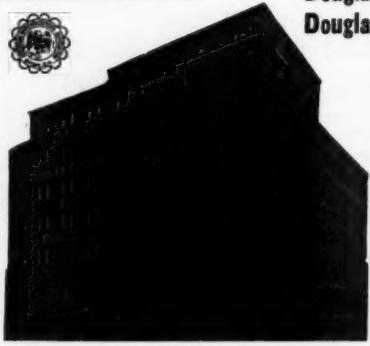
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INCORPORATEDModern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage Forwarding Distributing
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Douglas Shipside Storage &
Douglas Public Service Corps.

New Orleans, La.
Sprinklered storage
1,050,000 square feet.
Mdse. and Furniture.
Switch track capacity
—60 cars.
Nine warehouses con-
venient to your trade.
Loans made against
negotiable receipts.
Trucking Department
operating 55 trucks.
Insurance Rates 12c
to 22c.

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TRANSFER AND STORAGE CO., INC.

927-945 Magazine St.

Modern Fireproof Warehouses

You may depend on us to treat your clients as our own
when you call on us to serve them in New Orleans.

Members—N.F.W.A. and A.W.A.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.
Located on Mississippi River—Shipside connection.
Electrical unloading and piling devices provided to eliminate damage
in handling.
Excellent switching connections, with all lines entering New Orleans.

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New Orleans, La.

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PELICAN STORAGE & TRANSFER
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Complete Warehousing & Distribution Service.
Low Insurance . . . Switch Track Facilities
Motor Freight Terminal . . . Fumigation

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—IN ADDITION—

to the excellent facilities we have for
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we secure information, make surveys, investigations
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condition in which you may be interested. Write us.

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McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing



Rail and Water Connection—Private Siding
Member American Chain of Warehouses
American Warehouses
American Warehouses
National Furniture Warehouses
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PORTLAND, MAINE

Established 1858

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General Offices 48 COMMERCIAL ST.

Specialists in Merchandise Pool Car Distribution

Local trucking and Contract Carriers for Maine.
Heavy machinery, safes, boilers, stacks, etc.
Equipped to haul up to 60 tons.
Dock and Terminal facilities.

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For Details See Directory Issue
Distribution and Warehousing

BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities
Pool Car Distribution—Storage—Forwarding
Private Siding Western Maryland Railway

The
Packers of Noggin Fruits & Nuts
select their

COLD STORAGE WAREHOUSES
from the pages of this magazine

(Continued from page 58)

other ports (for transshipment via vessels). Not content with an over-capacity, during the 'Twenties, railroads and speculators erected yet more houses, with a resultant total capacity far beyond the needs of our country now and for many years to come.

Such, in a skeleton-like manner, is the development of cold storage in America to the present time.

• • •

THE sketch omits, however, one highly important matter.

From the very beginning, with crushed ice and salt, all through the twenty years of evil reputation, then through ten years of adverse law-making, and on through another decade of ridiculous over-building, the industry has never ceased its research. Technical investigations have literally numbered thousands. Alongside these has been almost an equal number of engineering studies—for improvement in insulation; methods of freezing and defrosting; devices for control of temperature and humidity and circulation of air; pre-cooling and sharp freezing, not to mention "quick freezing." Advances in technique have been simply prodigious, even when the industry with its right hand was fighting outside influences for the right to exist!

Nor has progress ceased. Today, anyone acquainted with the industry can name single cold storage warehouses which annually spend more for research than all members combined of any other division of all warehousing has spent in a decade.

To begin with, a cold storage plant is expensive to erect. A shed, or a vacant loft, or an abandoned factory, can not by any stretch of the imagination be operated as "cold storage." Day-to-day maintenance also is costly.

So large is the initial investment and so heavy the operating cost that it is found, in practice, that in order to be economical a cold storage plant must be large. Small storages, holding only a few carloads, cannot hope to compete with the city houses of large capacity wherein the cost per cubic foot is greatly reduced. Developments, too, have been rapid of recent years in all the engineering and mechanical departments, so that a large share of existing plants are really handicapped by un-modernized equipment. They are so far obsolete—because their competitors have progressed so fast—that they have difficulty in maintaining the evenness of temperature now required for many stocks in store. Although they continue to live, and of course are bidding for business, many of these un-modern houses are not economical for the owner. Often they bring losses to the owner of the goods who unwittingly selects one of them for storage.

• • •

THE cold storage industry has done research work not for itself alone. Much of the laboratory expense is for the benefit of the owner of the goods, as the staff searches for improved methods and fool-proof room control. Whole trades, whose goods come into cold storage, benefit from these investigations, although often the warehouse bears all the cost.

In many of these studies the Department of Agriculture has either cooperated or has assumed the burden itself. Probably no organization in all the world has done so much as this Department, as it has lavished money into experiments aiming to give our people a more varied diet and better food at all times.

Cold storage goods, each season, have been delivered more appetizing and more wholesome than the world had ever known. A host of workers in the Department at Washington, with the meat packers at Chicago, in

(Concluded on page 62)

BALTIMORE, MD.

THOMAS H. VICKERY, President
E. E. BACHMANN, Sec'y and Mgr.

INCORPORATED 1905

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N.W. Cor. Charles and 26th Sts.

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EVERY FACILITY FOR THE HANDLING OF

YOUR SHIPMENTS

Exclusive Agents Maryland and Vicinity
forAERO MAYFLOWER TRANSIT CO.
VANS COAST TO COAST CANADA AND MEXICO

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CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of
The Baltimore & Ohio Railroad Co.Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
Consign Via Baltimore & Ohio Railroad

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Main Office: 400 Key Highway Established 1886
Branch Offices: N. Y., Wash., Phila., NorfolkDAVIDSON
TRANSFER AND STORAGE CO.Offering the most complete Moving, Hauling and Freight Service in Baltimore
Handling Distribution of Nationally Known Products for 35 Years
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily
"U. S. Customs Bonded Drawers"
Member of N.F.W.A.—A.V.L.—Md.F.W.A.

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STORAGE CO.

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Your Clients Efficiently Served
All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise
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Baltimore's Modern Fireproof Warehouse

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WAREHOUSE
COMPANYLIGHT AND BARRY
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Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service. Baltimore Port rates on CL via M & M T Co., from New England.

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First Class Facilities for First Class Services

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AN ASSOCIATED

Terminal Warehouse Co.

Operating four Modern Warehouses on tracks of Pennsylvania Railroad Company.

Trucking	Storage
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1893



Resources
\$750,000

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GENERAL MERCHANDISEFree and Bonded Storage
N. Y., N. H. & H. Private SidingPool Car Distribution
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GEO. E. MARTIN, President

GREATER **BOSTON** SERVICE
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PERSONAL
SERVICEGENERAL
MERCANDISE STORAGECENTRAL
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R.R.

Protected By
A.D.T. ServiceMember
Mass. Warehousemen's Assn.

(Concluded from page 61)

the research laboratories of individual plants, have perfected the technique of drawing poultry, paraffining cheese, producing infertile eggs, packing apples and a score of other fruits, devising the peach-basket shape of container so as to avoid crushing the lower layers of soft fruits and vegetables, doing a hundred things—all for the purpose of setting food on the American table in fitter condition.

• • •

THE proceedings of cold storage meetings, for all these years, make curious reading.

This fine research work was going on, while, at the same time, the industry was fighting for fair treatment before the law. The meetings had, apparently, two programs: first, how to improve the processes; second, how to quiet the clamor of the public.

• • •

A fine history and most creditable!

New York Court Clears Union Terminal Cold Storage Firm of a Conspiracy to Break Egg Market; Complaint Dismissed

In a case which had attracted broad attention in the refrigerating warehouse trade, the New York State Supreme Court in New York City in April 2 handed down a decision absolving the Union Terminal Cold Storage Co. and Mersel & Fortgang of charges of conspiracy to break the egg market in January of 1930.

The plaintiff, Nathan Erlich, Inc., had entered suit asking \$250,000 damages. The trial lasted four days; and after the plaintiff had entered testimony and had been cross-examined by the Union company's attorney, the defense called no witnesses in its behalf but rested the case.

Union and its officers contended all through the trial that their actions had been aboveboard; that there had been no attempt to damage or deceive; that their procedure had been the same as that followed for years in their open lot method of marking storage receipts; that the evidence bore out these facts; and that consequently there could be no legitimate cause for action.

The court's decision, handed down by Justice Shientag, reads:

"At the conclusion of the trial the court dismissed the plaintiff's claim for damages based on a general decline in the market price of storage eggs. The only issue remaining for determination is whether or not the plaintiff sustained any damages with respect to the four carloads of eggs which it received and thereafter sold because the storage receipt recited 'Stored May 31' when in fact the eggs were stored after that date.

"On that issue the Court finds as follows: 1. Plaintiff failed to establish actionable fraud against the defendant Union Terminal Cold Storage Co. The evidence shows that the eggs were laid and shipped during May. No claim is made that the quality of the eggs was inferior. Plaintiff bought and sold the eggs as May refrigerator firsts, and received the prevailing market rate for such eggs. Assuming, therefore, that the recital in the storage warehouse receipt was incorrect, and that the eggs were in fact not stored in May, but in June, plaintiff suffered no damage because of the wrong dating. Moreover, no complaint is made by the plaintiff that the purchasers of the eggs have asserted a claim against it either because of the quality of the eggs or because of the alleged incorrect dating in the storage warehouse receipt.

"2. For the reason outlined above, the defendants, Mersel & Fortgang, are exonerated from liability.

(Concluded on page 65)

BOSTON, MASS.

DUNN CO.
Established 1896
PACKING MOVING
STORING SHIPPING
COMPLETE WAREHOUSING FACILITIES
CONTAINER SERVICE
48 Bromfield St. Member Mass. W.A. May. W.A. 3175 Washington St.

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34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.
General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

Pool Car Shipments — Auto Truck Service
William F. Heavey, President and General Manager
Member American Warehousemen's Assn.

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FRANCIS FITZ WAREHOUSE
30 Pittsburgh Street
N. Y., N. H. and H. R. R.

DIVISIONS OF

**FITZ WAREHOUSE
AND
DISTRIBUTING CO.**

GENERAL MERCHANDISE
STORAGE

Free and Bonded Space

... Pool Car Service

Successors to

FRANCIS FITZ CO. AND THE
GENERAL STORAGE DIVISION
OF QUINCY MARKET COLD
STORAGE AND WAREHOUSE
CO.

Rail and Motor Truck Deliveries
to All Points in New England



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Frank Driscoll,
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**MERCHANTS WAREHOUSE CO.
FISKE WHARF STORES**

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SECURITY

FIREPROOF CONSTRUCTION.
PROPERTY OWNED Without Encumbrance.

AVAILABILITY

PRIVATE SIDING—UNION FREIGHT R. R.
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ADJACENT TO WHOLESALE DISTRICT.
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Established 1830

D. S. WOODBERRY CO.

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FORWARDERS & STORAGE

Pool Car Distribution Specialists for New England
Boston & Maine R. R. Siding

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Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage
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Local and Long Distance Trucking.

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General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

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600,000 Sq. Ft. FLOOR SPACE

MODERN BUILDINGS COMBINED
WITH A COMPLETE SERVICE FOR
THE STORAGE AND DISTRIBUTION
OF GENERAL MERCHANDISE.

STORAGE AND INDUSTRIAL SPACE
FOR RENT OR LEASE

Furniture Storage, Packing & Shipping

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MAIN OFFICE — 152 FRONT STREET



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Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
Household Goods Storage — Packing — Shipping
Merchandise Storage and Distribution
Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

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**Atlantic States Warehouse
and Cold Storage
Corporation**

385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

Member { A. W. A.
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Daily Trucking Service to
suburbs and towns within a
radius of fifty miles.

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Hartford Despatch and Warehouse Co.
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STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS, PRIVATE SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT BRIDGEPORT, CONN. AND HARTFORD, CONN.



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Central Detroit Warehouse

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse
Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

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Chicago, Ill.—85 W. Jackson Blvd.—Room 1010

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Packers of Funsten Shelled Pecans
select their
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Cold and Merchandise Storage—The only Detroit Warehouse combining direct rail, highway and marine shipping connections.

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**GRAND TRUNK RAILWAY TERMINAL
& COLD STORAGE COMPANY** DETROIT MICH

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Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
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Complete Service

Continent-wide Connections

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"The Warehouse of Service"

Merchandise Storage—General Trucking
Car Load Distribution

Private Siding on

Wabash—Canadian Pacific—Pennsylvania
Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways

"Your Interests Are Always Ours"

1941-63 W. Fort Street Detroit, Michigan

(Concluded from page 62)

addition, no representations were made by these defendants to plaintiff. Their names did not appear on the warehouse receipts, they did not deal with plaintiff, had no relations with it and accordingly were under no duty of care to plaintiff. Thus neither fraud nor privity of contract was established. Judgment is therefore directed for the defendants."

Commenting editorially, *Produce News*, New York, said on April 4:

"The complete vindication of the Union Terminal Cold Storage Co., in the decision handed down this week by Supreme Court Justice Shientag, was not unexpected. The high moral standing and probity of the officers of this firm were sufficient proof in themselves that they would not be guilty of any unethical or unfair practices."

Government Competition and a Diminished Demand for Space Held Primary Causes for New York Dock Co.'s 1935 Net Loss

THE New York Dock Company and its wholly-owned subsidiary New York Dock Trade Facilities Corporation sustained an aggregate net loss, before charges, of \$113,819.62 in 1935, according to the annual report made to stockholders on April 11 by D. L. Tilly, president. This compares with a net loss of \$108,733.96 in 1934.

"Active competition from tax-free, Government-owned properties, particularly those in the Port of New York, has continued unabated," Mr. Tilly informed the stockholders.

"Greatly diminished demand for storage warehouse space due to conditions existing in the various commodities markets was the primary cause of the decrease of \$154,368.79 in storage warehouse revenues.

"Gross revenues from piers amounted to \$851,734.35, an increase of \$858.19.

"Revenues received from manufacturing buildings totalled \$1,117,370.08, or \$21,871.38 more than in the preceding year, a new high record for revenues from this source."

Gross operating revenues derived from operation of the company's Brooklyn properties aggregated \$2,855,174.22, a decrease of \$109,100 as compared with 1934. Operating and administrative expenses were less by \$8,533.70; while the net operating revenue of \$1,394,174.83 was \$15,546.30 less than in 1934.

Cash for OLD STAMPS

DO not destroy old correspondence! Envelopes prior to 1870 with stamps still intact have value. DO NOT remove stamps.

I will buy such envelopes, and also stamp collections loose or in albums. I have purchased many in this manner and pay good prices.

You may send to me direct; or, if you prefer, to my bank (name on request), where I will call to inspect stamps.

An offer will be made and the stamps kept intact, pending your approval. Payment by cashier's check if requested.

CARL PERCY, 450 Fourth Avenue, New York City

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John F. Ivory Stge. Co., Inc.

MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

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MERCHANDISE WAREHOUSING and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

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EVERY LOAD INSURED

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TURN YOUR MOVING AND STORAGE PROBLEMS OVER TO OUR EXPERIENCED ORGANIZATION. WE OWN AND OPERATE NEW, MODERN EQUIPMENT WITH ONE RESPONSIBILITY—OUR OWN.

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SERVICE

For complete warehousing
service in Detroit use and
depend on U. S.

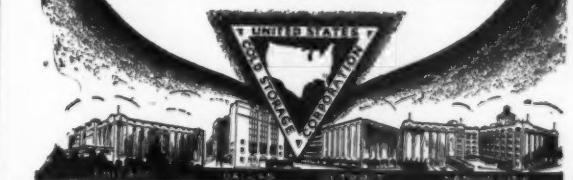
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United States Warehouse Co.

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UNITED STATES COLD STORAGE CORP. OPERATING

United States Cold Storage & Ice Co., Chicago
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Distribution and Warehousing
May, 1936

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54 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE
MOVING — PACKING — SHIPPING
PERSONAL SERVICE GUARANTEED

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SERVICE—SAFETY—SATISFACTION—GUARANTEED
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FIREPROOF WAREHOUSE—PRIVATE SIDING
Merchandise Storage—Pool Car Distribution
Member of A. W. A.

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LANSING STORAGE COMPANYThe only modern fireproof warehouse in
Lansing exclusively for household storage.**RUG—TRUNK—SILVER VAULTS**

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GENERAL WAREHOUSEMEN AND FORWARDERS

MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

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BEN DEIKE

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We Guarantee Safety, Security and Satisfaction

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Merchandise and Household Goods — Bonded Warehouses
Long Distance Truck Service—Your Goods Insured in Transit

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ANCHOR WAREHOUSE, Inc.
BONDED - FIREPROOF WAREHOUSEExceptional Facilities—Modern Offices
Efficient Service, Free Switching from All Railroads
Ideally located in the heart of the Wholesale
and Shipping District
Offering a complete Warehousing and Distribution Service
Inquiries Solicited

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Established 1880

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TRANSFER & STORAGE CO.

734-758 Fourth St. No.

Conveniently located on CBQ & GN Ry. tracks.
Local and long distance motor truck service.

MINNEAPOLIS, MINN.

The Northwestern

TERMINAL

PUBLIC BONDED WAREHOUSE

WITH COMPLETE FACILITIES

OPERATING OFFICE: 600 Stinson Boulevard, Minneapolis, Minn.

Members, Minn. W.A.

Washington State Group Changes Name
to Include "Trucking" Title and Will
Fight Taxes; Whitehead New President

Change of name from "Washington State Warehousemen's Association" to "Washington State Warehousemen's & Trucking Association" was adopted at a meeting of the group in Seattle recently. A survey had shown that approximately 90 per cent of the members are engaged in motor freight transportation; and necessity for scrutinizing candidates for the Legislature was emphasized because of the powers these men hold over taxes and regulation affecting truck operators. Washington warehousemen were found to be paying eighteen different forms of assessment.

Members of the Oregon State Warehousemen's Association, meeting jointly with the Washington group, will study the plan of organization now set up by the latter.

The Washington association elected as its president Carl A. Whitehead, secretary of the Reliable Transfer & Storage Co., Inc., Seattle. W. H. Crone, Crone Storage Co., Seattle, was chosen secretary.

Pacific Coast Pool Car Group Joined
by Seattle and Portland Warehouses

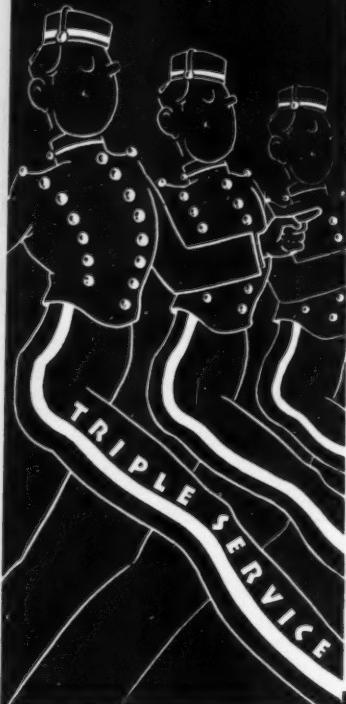
The Merchants Shippers' Association, organized in 1934 by a group of California warehousing and drayage firms to provide car loading and pool car service, is expanding its activities to the Pacific Northwest.

Ed Chapin, formerly with the Eyres Transfer & Warehouse Co., Seattle, has been appointed Northwest manager and will manage the Seattle office, at 2208 First Avenue South. In Portland an office has been established at the building of the Manning Warehouse & Transfer Co. at 911 Northwest Hoyt Street.

Fifteen companies in these two cities have joined the organization, including the Manning firm, Rapid Transfer & Storage Co., Inc., C. M. Olsen Transfer & Storage Co. and Pihl Transfer Co., in Portland; and the Eyres company, City Transfer & Storage Co., Fortune Transfer Co., Owl Transfer & Storage Co., Inc., Seattle Transfer & Storage Co., and System Transfer & Storage Co. in Seattle.

MINNEAPOLIS, MINN.

ST. PAUL, MINN.



An unbeatable combination

★ Modern buildings, ideal locations and excellent service are an unbeatable combination in warehousing—especially when long experience is added to these important factors.

Extensive warehouse and truck operations over a long period of years have gained for these companies a nation-wide reputation for performance and responsibility. Their splendid facilities are used, either singly or in combination, by a growing host of manufacturers in servicing this important market.

Three locations in the Twin Cities. One virtually on the boundary line between Minneapolis and St. Paul, and one in the very heart of each city, enable us to offer "triple service" in this thriving and important market.

"Triple Service" is more than three strategic locations, however. Let us tell you more about it. Your inquiry is cordially invited.

MINNEAPOLIS TERMINAL WAREHOUSE CO.
618 Washington Avenue, N., Minneapolis (Downtown Jobbing District)

ST. PAUL TERMINAL WAREHOUSE CO.
8th and Locust Streets, St. Paul. (Downtown Jobbing District)

MIDWAY TERMINAL WAREHOUSE CO.
2295 University Avenue, St. Paul. (Minnesota Transfer Industrial Dist.)

Members: American Warehousemen's Assn. Represented by: Associated Warehouses, Inc., New York and Chicago

Treasury Department Supports Reported Plan of Customs Officials to Exclude Customers from Bonded Warehouse Space

(Washington Correspondence): The reported movement by Customs officials to exclude anyone but the importer from examination of goods in the bonded space of a warehouse has the backing of Federal statutes, inquiry here discloses.

The Tariff Act of 1930 specifically allows, in Article No. 938, the importer of merchandise to examine, sample or repack his goods while they are in storage in bonded warehouse space.

However, Treasury officials point out that this is a concession and that Customs regulations do not allow anybody else access to goods in bonded space unless they are the importers of the stock in question.

"There is no provision for anybody but the importer to examine his goods," according to Mr. Hickman, in charge of the bonding department of the Customs Bureau of the Treasury Department.

Treasury officials professed ignorance of any move to enforce these regulations rigidly, thus moving to exclude prospective customers from examining goods held in bonded space. As far as Washington is concerned officially, there is no recognition of such a trade practice, nor any tendency to allow loosening of the rules enacted.—(Edwin Hartrich.)

Costello Succeeds Jenks

F. A. Jenks, for more than thirty years general manager of the Worcester Cold Storage & Warehouse Co., Worcester, Mass., has resigned effective May 1. His successor is John F. Costello, who has been connected with the firm for a number of years.

MINNEAPOLIS, MINN.

KEDNEY

WAREHOUSE COMPANY

Complete Distribution Service

MINNEAPOLIS

617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



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MINNESOTA

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
May, 1936

ROCHESTER, MINN.

903 6th St., N. W. Phone 5336
CAREY TRANSFER & STORAGE
Bonded Warehousemen
 Complete Warehouse Facilities for Storage & Distribution
 MERCHANTISE
 Experienced Organization and Equipment for
 MOVING, PACKING AND STORING
 HOUSEHOLD GOODS
 Modern Buildings, Private Siding CGWRR Co.
 MOTOR TRUCK SERVICE
 Assoc. Minn.NWA—Mayflower Warehousemen's Assn.



ATTENTION— TRAFFIC MANAGERS!

To serve both Minneapolis, St. Paul and Northwest from *one stock* with utmost speed and economy, consider Central Warehouse Company.

Only 12 minutes' actual trucking time to the center of each city. No telephone tolls from either city—and direct connections with all lines entering the Twin Cities.



A \$2,000,000 investment and \$50,000 bond to the State of Minnesota.

An ideal location for your midwestern branch office—you can enjoy complete facilities and service without investment.

CENTRAL

Warehouse Company
 739 Pillsbury Ave. St. Paul, Minn.
 Represented by Distribution Service, Inc.

JACKSON, MISS.

**RICKS STORAGE CO.**

BONDED WAREHOUSEMEN
 Complete Warehouse Facilities for Storage and Distribution
 MERCHANTISE
 Experienced Organization and Equipment for
 MOVING, PACKING AND STORING
 HOUSEHOLD GOODS
 Modern Buildings, Sprinklered, Private Siding ICRR Co.,
 Low Insurance Rate
 MOTOR TRUCK SERVICE

JEFFERSON CITY, MO.

TRANSPORTATION WAREHOUSING

Commerce Cartage Co.

MOVING AND STORAGE HOUSEHOLD GOODS—LOCAL AND LONG DISTANCE MOVING—WAREHOUSING AND DISTRIBUTION OF POOL CAR SHIPMENTS—WE SERVE TERRITORY WITHIN 50-MILE RADIUS JEFFERSON CITY.

Member of National Furniture Warehousemen's Association

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Tonnies Transfer & Storage Co.

1027-41 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
 Fireproof warehouses—Motor van service
 On railroad siding—Lowest insurance rates
 PACKING—STORAGE—SHIPPING

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KANSAS CITY, MO.

In Kansas City
it's the A-B-C FIREPROOF WAREHOUSE CO.
 Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.
 Three Fireproof Constructed Warehouses
 Agents
 Allied Van Lines, Inc.

KANSAS CITY, MO.

Merchandise Storage - Low Insurance Rates - Pool Car Distribution - Freight Forwarders and Distributors via rail or daily motor service to entire Southwest.

MEMBER OF
 American Chain of Warehouses
 American Warehousemen's Association • Traffic Club
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ADAMS
 TRANSFER & ADAMS STORAGE CO.
 "Surrounded by the Wholesale District"
 UNION TRUCK TERMINALS
 228-236 West Fourth St.

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CENTRAL STORAGE CO.

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.
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In Center of Wholesale and Freight House District

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CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES
 BEST RAILROAD FACILITIES
 IN THE HEART OF THE FREIGHT
 HOUSE AND WHOLESALE DISTRICT

Operating Brokers' Warehouse, Security Warehouse, Terminal
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W. E. Murray Transfer & Storage Co.

Modern Fireproof Warehouse with private siding on terminal tracks connecting all Railroads.

Distribution and Storage Merchandise and H. H. Goods. Pool Cars Promptly Handled and Reports Mailed in.

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Every facility for efficient warehousing and distribution of merchandise
 Track and Truck connections to all points with
 Free pickup and delivery service

KANSAS CITY, MO.

UNITED WAREHOUSE CO.
 Merchandise Warehouses at TWO BIG MARKETS
 WICHITA, KANSAS ← → KANSAS CITY, MO.

Taxation of Stocks In Warehouses

(Concluded from page 11)

the basis of \$6 per \$100 on a valuation of 33 1/3 per cent of the actual value of the stock carried.

Illinois

Under Illinois law, merchandise in storage in public warehouses on April 1 is taxable at its fair value. The Illinois law, however, does not require warehousemen to report to the assessors either the names of their customers or the kind or quality of their goods in storage. The result is that while stocks in storage in public warehouses are subject to tax like any other personal property, they are not so taxed.

Indiana

City, county, and State property taxes are assessed against goods stored in Indiana warehouses. The assessment is against stock on hand on March 1. County assessors call upon warehousemen to furnish lists of patrons. The owners of the goods are then asked to report as to quantities and value. The rate of assessment varies with the location of the property.

In addition to property taxes, the Indiana State Board of Tax Commissioners recently attempted to apply the Indiana gross income tax of 1/4 to 1 per cent of the total gross income to the owners of stocks of goods in public warehouses. Various Indiana warehousemen have fought this vigorously, with the result that the attorney general of the State has handed down a ruling to the effect that where manufacturers have orders ahead, such as weekly or monthly standing orders, the stock shipped and held in public warehouse to fill these orders is considered interstate commerce and not subject to the tax. It is thought the same ruling can be applied to any orders which have been booked ahead of shipment by the manufacturer.

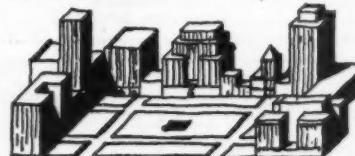
Iowa

Storers are subject to tax on the average value of their goods in Iowa warehouses during the year ending Jan. 1. Warehousemen, when requested by assessors, must file a statement showing all property in their possession belonging to another, together with name and address of owner. If (Continued on page 70)

KANSAS CITY, MO.

AN ASSOCIATED

WAREHOUSE

**RIGHT
IN THE MIDST OF
BUSINESS -- -**

**EVERYTHING YOU
NEED IN
KANSAS CITY**
**BUILDING
LOCATION
TRACKAGE
SERVICE
ORGANIZATION**

 Trucking Connections
To All Points with
FREE Pickup and De-
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**WALNUT STORAGE
2020-26 WALNUT ST. KANSAS CITY, MO.**

ST. JOSEPH, MO.

BONDED AND FREE

TERMINAL WAREHOUSES, Inc.

**MERCHANDISE AND COLD STORAGE
LOW INSURANCE
MONEY ADVANCED ON STAPLE COMMODITIES**

SEE DIRECTORY PAGE 192

ST. LOUIS, MO.

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**COLUMBIA
TERMINALS
COMPANY**
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**\$3,000,000.00
INVESTED . . . TO SERVE YOU**

 Merchandise storage with low insurance,
and guaranteed responsibility. Modern
Buildings. Large Fleet of up-to-date
trucks and trailers.

COMPACT

- A one-word description of our modern warehousing facilities — large enough to meet the requirements of any shipper, yet so completely organized that all the usual annoying details of wide-spread organizations are eliminated.

Even the city is compact, when viewed from our location — all the important business districts can be reached in 15 minutes. We operate a twice-daily distribution service to these districts with our own fleet of motor trucks.

**S. N. LONG WAREHOUSE
ST. LOUIS, MO.**


ST. LOUIS, MO.

**RUTGER STREET
WAREHOUSE, INC.
MAIN & RUTGER STS.**200,000 Sq. Feet of Service
BONDEDMerchandise Storage and
Distribution.Track Connections with All
Rail and River Lines.No Cartage Expense on In
or Outbound L.C.L.
Shipments.

Low Insurance.

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**St. Louis Mart, Inc.
Warehouse Division**

Merchandise Storage
State and U. S. Customs Bonded
12th Blvd. at Spruce St. St. Louis, Mo.

in St. Louis - Use the

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COMPANY**

SERVICE THAT EXCELS

**Largest INDUSTRIAL WAREHOUSE
ORGANIZATION IN ST. LOUIS**

Six separate warehouses; strategically located to serve any industry conveniently and economically. All warehouses on track, with both carload and less-carload freight rates applying. Low insurance rates.

LIQUOR Storage. U. S. Internal Revenue Bonded, U. S. Customs Bonded and Tax Paid facilities under the same roof.

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Phone 3-1235

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Chicago Office
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Harrison 1696

HASTINGS, NEBR.



1876

1936

**Borley Storage & Transfer
Co., Inc.**

Pool Car Distribution

FIREPROOF BONDED
FREIGHT TRUCK CONNECTION TO ALL
OF THE CENTRAL PART OF THE STATE

(Continued from page 69)

warehousemen fail to furnish such statements, all property in their possession, belonging to another, subject to taxation, is considered to be owned by the warehousemen for purpose of taxation, and they are liable for the taxes thereon. The rate varies according to location of property.

Kansas

Storers are responsible for taxes on goods in warehouses on March 1. If the owner of property in storage either fails or refuses to list it, the law requires the warehouseman to do so for the owner and in the owner's name. The rate varies from year to year, but is general throughout the State.

Kentucky

Warehousemen must report, to the tax receiver of the county wherein located, all stocks of goods held for others as of July 1. If warehouse is located in an incorporated town, the goods stored are liable for State, county, school, and city taxes. The present rate of State and county taxes is 50c on each \$100 valuation. The present school taxes vary from 75c to \$1.25 depending where located. The city tax, if in the first, second, and third class cities, is approximately \$2.25 on each \$100.

Louisiana

At present, storers are assessed for full value of their stock on the basis of 14½ mills for city or municipal tax and 15½ mills for parish and State tax—a total of 29½ mills—for stock in warehouses on Jan. 1. Warehousemen are required to provide assessors with lists of storage clients, and assessors send forms to the various storers for entry of value of stock on hand as of the assessment date.

Maine

Owners of goods in public warehouses are liable for municipal property taxes for stock on hand as of April 1. The municipal boards of assessors ask warehousemen for lists of out-of-town customers, but not for any statement as to volume or value. The assessors then get in touch with the owners of the goods for assessment of the property and collection of the tax.

Maryland

Warehousemen furnish assessors with lists of storers as of Jan. 1. Owners are then requested to report the maximum, minimum, and average stocks they have carried during the year ending on that

(Continued on page 73)

OMAHA, NEBR.

100,000 Sq. Feet
Lincoln, Nebraska
301 N. 8th Street

35,000 Sq. Feet
Grand Island, Nebraska
311 W. 4th Street

SULLIVANS

1889 47 Years of Continuous Service 1936
Merchandise and Household Storage—Pool Car Distribution
General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo., Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS

Transfer & Storage Co. Grand Island Storage Co.
Lincoln, Nebr. Grand Island, Nebr.



LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments to any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Member: A. C. W.

OMAHA, NEB.

R. J. MAYER, PRESIDENT

CENTRAL STORAGE & VAN CO.

MAIN OFFICE... 1101-13 JACKSON ST.

COMPLETE WAREHOUSING SERVICE

FIREPROOF WAREHOUSE... TRACKAGE... MOTOR TRUCKS

OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

FORD BROS
Van & Storage Co.

OMAHA, NEB.

GORDON
Storage
Warehouses, Inc.
Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS
Complete Warehousing and Distribution Service.
Fireproof Building... Trackage... Motor Trucks

OMAHA, NEBR.

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

SERVICE THAT SATISFIES IS OUR MOTTO

Members of the Mid-West Warehousemen's Ass'n, American Warehousemen's Ass'n

OMAHA, NEB.

THE TERMINAL WAREHOUSE CO.

MAIN OFFICE 1013-23 JONES ST.

COMPLETE WAREHOUSING SERVICE

MEMBER A.W.A. N.F.W.A. A.V.L. N.W.A.

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Make Our Warehouse Your Branch Office for
Complete Service in New Hampshire

NASHUA, N. H.

CONCORD, N. H.

McLANE & TAYLOR

Bonded Storage Warehouses

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General Merchandise Storage & Distribution, Household
Goods, Storage, Cold Storage, Unexcelled Facilities.

Pool Car Distribution

Direct R. R. Siding, Boston & Maine R. R.

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Established 1887 R. T. BLAUVELT, President

Lincoln Storage Warehouses

Bloomfield Office, 75 Main Street

Caldwell —Serving—
Glen Ridge All the Oranges

Maplewood
Montclair
Newark
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Agents for Aero Mayflower Transit Company.

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HOUSEHOLD GOODS

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local and Long Distance Hauling

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building... Penn. R. R. siding... Private pier. Daily over-night,
truck deliveries within 100 miles.

NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.

PACKING! MOVING! STORAGE!

dependable since 1860

KNICKERBOCKER •

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96 to 106 ARLINGTON STREET 74 to 76 SHIPMAN STREET

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James E. Mulligan, Sec'y and Mgr.

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Makers of Ovaltine

select their

Merchandise, Cold Storage and Household Goods Warehouses from the pages of this Magazine

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**Lehigh Warehouse &
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*Storage and Distribution of
General Merchandise.**Lehigh Valley Railroad siding.
We operate our own fleet of Motor
Trucks making store door
delivery within a radius
of 30 miles.*

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Member N.J.F.W.A. and N.F.W.A.

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General Offices: 25 LIVINGSTON AVE.Somerville, N. J. Plainfield, N. J. New York City
128-138 E. Main St. 18 Grove St. 80 Dey St.

New Jersey's Largest Moving and Distribution Specialists

SOUTH ORANGE, N. J.
NEWARK, N. J.

"Serving Metropolitan New Jersey"

SOUTH ORANGE STORAGE CO., INC.

STORAGE - MOVING - SHIPPING - LIFT VANS

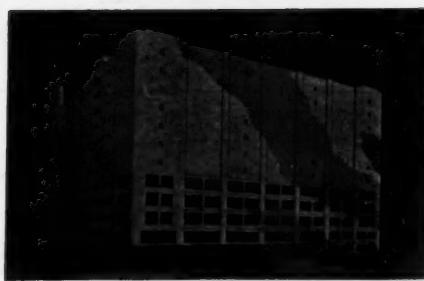
— MEMBER —

N.J.F.W.A., N.F.W.A., A.V.L., N.J.R.C.A.

219 Valley St., South Orange 2-4000



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**Central Warehouse Corporation**
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Telephone 3-4101

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**Albany Terminal & Security
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Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member of
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American Warehousemen's Association

AMSTERDAM, N. Y.

GEORGE H. MAUS, INC.
STORAGE WAREHOUSES

25-35 Hamilton St., Amsterdam, N. Y.

PUBLIC STORAGE, SPRINKLER SYSTEM

LOWEST INSURANCE

On main line of N.Y.C., West Shore R.R., and New York State Barge Canal.

U. S. Customs Bonded

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Moving — Trucking — Storage

Long Distance Moving

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**EAGLE WAREHOUSE
AND STORAGE COMPANY**

Brooklyn, N. Y.

28 Fulton Street
We specialize in shipments from correspondents, collections handled. Our strictly fireproof building is ideally equipped for storage of household goods and valuables. We pack goods for shipment, and have a fleet of vans for prompt deliveries.

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Established 1860

Peter F. Reilly's SonsFireproof Warehouses
491-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of
Household Goods

BROOKLYN, N. Y.

WILLIAM H. STRANG WAREHOUSES

Inc.

Established 1875

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Packing, Shipping, Moving and
Storage of Household Goods

N. Y. F. W. A.—N. F. W. A.

BUFFALO, N. Y.

Fred F. Dye Fireproof Warehouse, Inc.

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OUR WAREHOUSES ALL FIREPROOF

Household Goods—General Merchandise—Regular Trips—
Buffalo and New York City
Members N.W.A.—N.F.W.A.

(Continued from page 70)

date. Assessments are made on the basis of the average stock.

Massachusetts

Warehousemen must supply assessors with a list of the property in their custody and the names of owners. If it appears that the owner is someone who is not in the State, the warehouseman is not considered to be "in possession" of the property and it is not subject to taxation. Merchandise of a corporation, whether foreign or domestic, is not locally (State) taxable anywhere in Massachusetts. If, however, a manufacturer is incorporated under the Massachusetts law, or is registered to do business in that State, he would have to include the value of his property in public warehouses in the corporation tax filed with the State.

Storers are, however, subject to municipal taxes, which are assessed as of Jan. 1 of each year; and consequently a manufacturer with stocks in public warehouses on that date is expected to report them to the municipal authorities.

Michigan

Property in storage in warehouses on the second Monday of April is assessed to the person having control of the premises—the warehouseman, who is responsible for collecting from storers.

Minnesota

Warehousemen are required to report to local assessors the names of all customers having stock in their custody on May 1. Assessors then request reports of merchandise on hand from owners. If no report is received, an arbitrary assessment is made. Rates vary, depending on the district where goods are stored.

Mississippi

As a matter of law the storer is liable for an *ad valorem* tax on the assessed valuation of any stocks on hand as of Jan. 1. As a matter of practice, however, goods stored in warehouses for purposes of distribution (spot stocks) are not assessed either by the State or municipalities.

Missouri

Stocks in public warehouses are subject to State, county and municipal *ad valorem* property taxes if on hand on June 1. Public warehousemen, under Missouri law, are responsible for reporting such stocks, but so far it has not been the practice for them to do so. Assessors, therefore, seldom locate or have knowledge of the presence of spot stocks.

(Continued on page 74)

BUFFALO, N. Y.

Knowlton Warehouse Co.

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POOL CAR DISTRIBUTION
MERCANDISE STORAGE
PRIVATE SIDING

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Larkin Terminal Warehouse

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Lowest insurance
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... HAVE SOMETHING IN STORE for you . . .
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POOL CARS DISTRIBUTED

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Represented by Associated Warehouses, Inc.

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70,000 SQ. FT. OF STORAGE SPACE

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Merchandise storage—Fireproof building—Lehigh Valley Railroad siding—Pool car distribution—Daily delivery to Western New York and Canadian Points by our own large fleet of motor trucks—Dependable service.

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96 Car Track
Capacity
1500 Feet Private
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Financing—
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On main line Lackawanna-Erie-Penn.-L.V.R. R.R. Free Switching. WE ARE SPECIALISTS in Storage and Distribution of Pooled cars. Let us SERVE you and Prove it.
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MERCHANDISE—HOUSEHOLD GOODS

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FREEPORT	GLEN HEAD	NEW HYDE PARK
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Route Shipments for Long Island To**JAMAICA****STORAGE WAREHOUSE CO.****FIRE PROOF****Wrapping** **Packing****Crating** **Shipping**

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Telephone—Jamaica 6-1055-1056



Montana

(Continued from page 73)

This State taxes merchandise stored in public warehouses whether owned by local or foreign corporations or individuals, as shown by the inventory or report of such corporations or individuals as of Jan. 1. Stocks are assessed at 30 per cent of the real value. In addition to the State property tax, storers are subject to local tax in county, city, town, or school district in which their stocks are assessed.

Nebraska

Warehousemen must report to county assessors the names and addresses of the owners of all goods, wares, and merchandise stored with them as of April 1. They must also provide assessors with lists showing name, kind, quality, and approximate value of each and every kind and grade of product stored with them. Assessors then collect from the owners of the goods, at varying rates depending on the county where stored.

Nevada

Storers are assessed by county assessors for value of their stocks in warehouses at any time between Jan. 1 and the third Monday in July. If stocks are not placed in storage until after the third Monday in July, it is the commonly accepted practice not to tax them until after the first of the next January.

New Hampshire

Storers are subject to tax on the average value of their goods during the year ending April 1. Taxes are assessed at local rates, which vary from locality to locality throughout the State.

New Jersey

There are no State, county, or municipal taxes on goods stored in public warehouses.

New Mexico

All stocks of goods or merchandise of any description located in this State on Jan. 1 are assessed by local assessors of the county in which the goods are located.

New York

There are no State or municipal taxes assessed on stocks of goods in storage in public warehouses. The only exception is in New York City, where if the goods are disposed of within the limits of Greater New York, they are subject to the local sales tax.

(Continued on page 77)

JAMAICA, L. I., N. Y.

Members N.Y.F.W.A. N.Y.F.W.A.
L.I.W.A. L.I.W.A.

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Long Island's Foremost Household Goods Warehouse
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O'Brien's Fireproof Storage Warehouse, Inc.
 Packers and Shippers of Fine Furniture
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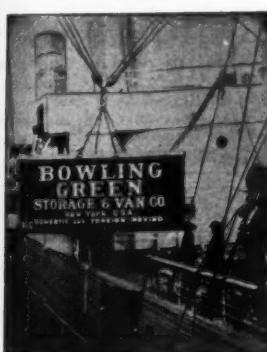
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New Rochelle, Pelham, Larchmont, Mamaroneck, White
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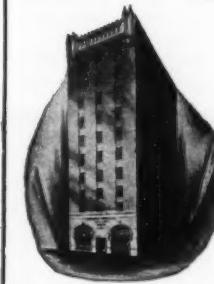
Warehousing—Distribution—Manufacturing Facilities
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Offices: 810-812 East 170th St.

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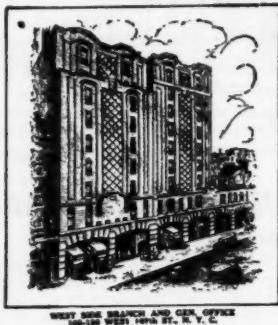
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(Six hundred feet from the Manhattan Tunnel Plaza)

SUPERIOR DISTRIBUTION

A stock of your products carried in our Terminal is within 24 hours of your customer's door at any principal point between Boston and Washington, D. C. • Traffic experts route your shipments via dependable lines at minimum charges. • Side track facilities and L. C. L. Freight station in same building. • Coastal Steamship connections, eliminate unnecessary cartage expense. • Direct Motor Truck Store Door Delivery Service covering wide area. • Pool Car Distribution. • Modern Building and Minimum Insurance Rates.



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Storage, Distribution and Freight Forwarding
from an Ultra-Modern Free and Bonded
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IDEALLY LOCATED
IN THE VERY CENTER OF NEW YORK CITY
Adjacent to All Piers, Jobbing Centers
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Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

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**Offering a Superior Service
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Fireproof Vaults

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Safe Deposit Vaults

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

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Special vans for shipments of household goods to all parts of the world.

Dead storage for automobiles. Batteries are cared for on premises.

Our experience of 50 years guarantees satisfactory performance.

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GENERAL MERCHANDISE STORAGE AND DISTRIBUTION

(Continued from page 74)

North Carolina

All stocks of goods in public warehouses as of April 1 are subject to assessment for taxes. In actual practice, however, such taxes are rarely assessed.

North Dakota

Stocks in public warehouses are subject to assessment as of April 1. They are subject to the State levy upon assessed valuation and also to the county, city, village, school district, or township levy of the locality wherein the goods are stored.

Ohio

There is no law in this State which compels warehousemen to disclose the identity of parties storing goods with them for the sole purpose of being stored or forwarded, if the warehouseman, in each instance, has no interest in the property other than his warehouseman's lien thereon. It is the responsibility of storers to report their stocks, as of Jan. 1, direct to the State Tax Commission.

Oklahoma

All property stored in public warehouses is subject to the ad valorem tax rates applicable in various taxing districts on Jan. 1, the date on which property is assessed for taxation.

Oregon

Storers are subject to tax on stock in public warehouses as of March 1, for both State and local purposes, based at present on 50 per cent of true cash value of the merchandise f.o.b. warehouse. The rates applying are those of the several taxing jurisdictions in which the stocks are located on the assessment day.

Pennsylvania

There are no State, county or municipal taxes on goods stored in public warehouses.

Rhode Island

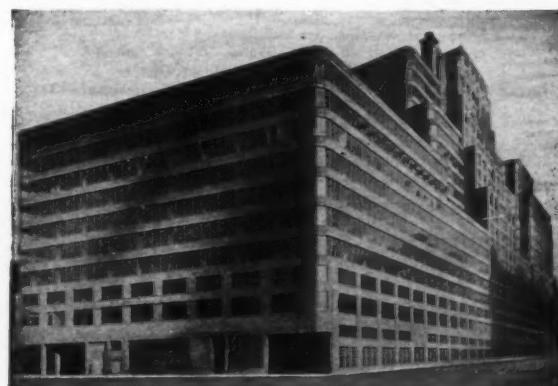
There is no law in this State providing means for assessors to obtain knowledge of goods stored in public warehouses. They therefore escape taxation. Were it possible for assessors to demand this information, storers would be assessed on the value of their stocks on hand as of June 15 of each year.

South Carolina

All goods stored in public warehouses as of Jan. 1 of each year are subject for assessment for municipal, State, county, and school purposes at varying rates depending

(Continued on page 78)

STARRETT LEHIGH BUILDING



Look Before You Locate

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

IT HAS —

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

Starrett Lehigh Building

D. R. CROTSLEY, Manager, 601 West 26th Street

Telephone: CHICKering 4-5520

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse
55-55 Railroad Street
General Merchandise Storage . Distribution
Household Goods Storage . Shipping
Pool Cars Distributed and Reshipped
Direct R. R. Siding N. Y. Central
In the Center of Rochester

ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise
N. Y. C. R. R. 10 Car Capacity, Private Siding
Pool Car Distribution Motor Service
Heated Throughout Sprinklered Low Insurance Rate

MONROE WAREHOUSE COMPANY, Inc.

Offices: 1044 University Ave.
Member of A. W. A.

ROCHESTER, N. Y.

**ROCHESTER
STORAGE WAREHOUSES, Inc.**

26 N. Washington St.

MERCHANDISE STORAGE . DISTRIBUTION AND
FORWARDING . STORE DOOR DELIVERY

SCHENECTADY, N. Y.

**Schenectady Storage and Trucking
McCormack Highway
Transportation**

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

Fireproof Throughout

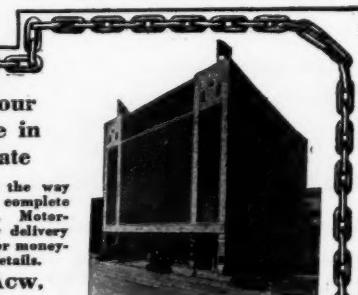
Flagg Storage Warehouse Co.

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care
MOVING — STORAGE — PACKING — SHIPPING
Mdse. Storage Pool Cars Handled
Private Siding

SYRACUSE, N. Y.



Make This Your
Branch House in
New York State

Our service ranges all the way
from simple storage to complete
branch-house facilities. Motor-
freight, daily store-door delivery
over large areas. Write for money-
making, money-saving details.

Member AWA, ACW,
NFWA, AVL

Great Northern Warehouses, Inc.

348-360 W. Fayette St., Syracuse, N. Y.

The
Liebmann Brewers
select their
COLD STORAGE WAREHOUSES
from the pages of this magazine

(Continued from page 77)

ing on location of the stock. Reports for such assessment must be made by either the owner or the warehouseman.

South Dakota

Stocks of goods in public warehouses are subject to assessment and taxation on the value of the merchandise actually in the State on May 1. Rates vary according to the taxing district.

Tennessee

There is no law in this State compelling warehousemen to report their storage clients to anyone. Hence assessors obtain the information with difficulty. Therefore, unless storers voluntarily report, there is no tax on their stocks as such. Under the law, stocks, when discovered, are assessed as of their value on Jan. 10.

Texas

Warehousemen are required to furnish county assessors with the names of their storage clients as of Jan. 1. It is then incumbent upon the assessors to secure a statement from the owners as to the value of the property.

Utah

Assessors obtain information from public warehouses as to the invoice value of the property stored there as of Jan. 1. At present, this is assessed at 60 per cent of this value. Such stocks are subject to taxation for State, county, school district, and municipal purposes. The rate of the tax depends upon the local unit of government where the property is situated.

Vermont

Owners of goods and merchandise in public warehouses are taxed for all such property in the State on April 1. The property is assessed by county assessors and the rate varies according to locality.

Virginia

Non-resident manufacturers who carry goods in public warehouses in Virginia are at present required to pay a tax of 75c per \$100 on the value of such goods as they have in warehouses on Jan. 1. Warehousemen are required by the State to submit an inventory of the goods on hand on Jan. 1 for account of non-resident manufacturers, and the assessment is made from this inventory. In addition to this State property tax, the city of Richmond charges a flat fee of \$50 to all manufacturers who maintain stocks there, in lieu of

(Concluded on page 81)

SYRACUSE, N. Y.

DISTRIBUTION KING STORAGE
SINCE 1897



Represented by
Distribution Service, Inc.—New York—Chicago—San Francisco

MERCHANDISE

HOUSEHOLD
GOODS

MOTOR FRT.
STORE DOOR
DELIVERY

MEMBERS
A.W.A. N.F.W.A.
AGT. A.V.L.

UTICA, N. Y.

Broad Street Warehouse Corporation

Broad & Mohawk Sts., Utica, N. Y.
MODERN STORAGE WAREHOUSE

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates. Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for

**STORAGE — PACKING — DISTRIBUTION — FORWARDING
Of Merchandise, Automobiles, Household Goods
"IN THE HEART OF NEW YORK STATE"**

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.

of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 37 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

UTICA, N. Y.

Established 1916

Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

CARPENTER STORAGE, INC.

Also serving

Tarrytown
Scarsdale
Hartsdale
Mamaroneck
Port Chester
Larchmont

107-121 Brookfield St.

One of the most modern and best equipped Storage Warehouses in Westchester.

Household Goods Exclusively

Low Insurance Rate

Packing—Crating—Shipping

Members N.Y.F.W.A.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping

Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

CHARLOTTE, N. C.

AMERICAN STORAGE & WAREHOUSE CO.

CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED. MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

CHARLOTTE, N.C.

MERCHANDISE STORAGE

Pool Car Distributors
Private Sidings

UNION STORAGE & WAREHOUSE CO., INC.
(BONDED)

1000-1008 West Morehead St. 20 Private Offices
Private Branch Exchange Insurance Rate 25¢
MEMBER OF A.W.A.—N.F.W.A.—ALLIED DIST., INC.

TARBORO, N. C.

EDGECOMBE BONDED WAREHOUSE

TARBORO, N. C.

Largest Sprinklered Warehouses in
Eastern North Carolina
Insurance Rate 22½ cents

Pool Car Shipments and Distribution Service—Trucking
Facilities Located in the Most Prosperous Section of North Carolina

WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

Farrar Transfer & Storage Warehouse

1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION MOTOR SERVICE

Use Private Siding—A. C. L. R. R.

FARGO, N. D.

Union Storage & Transfer Co. Fargo, N. D.

General Storage—Cold Storage—

Household Goods

Established 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates. Spot stocks, pool car distribution, complete warehouse services. Set up on cars for prompt and good service.

Offices: No. 806-10 Northern Pacific Avenue

A.W.A.—ACW—MNWWA—NFWA

GRAND FORKS, N. D.

KEDNEY WAREHOUSE CO.

STORAGE—MOVING—PACKING

SHIPPING

POOL CAR DISTRIBUTION — MOTOR FREIGHT TERMINAL

AKRON, OHIO

The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise
Fireproof Warehouse—Local and long
distance moving.

AKRON, OHIO

Cotter-City View Storage Co.**Main Office: 70 CHERRY ST., AKRON, OHIO****150,000 SQ. FEET STORAGE SPACE**

Fireproof, concrete buildings, modern facilities, convenient location, ideally suited for clean, careful storage of
HOUSEHOLD GOODS and MERCANDISE



Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.

LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited. Private Siding B. & O. R. R. Free switching all roads. Low insurance rate. Members of N. F. W. A.—O. A. C. H.—O. W. A.

CANTON, OHIO

CANTON STORAGE, Inc.

FOURTH AND CHERRY N.E.

MEMBER: A.C.W.—May.W.A.
A.W.A.—O.F.A.A.—O.W.A.**merchandise, household goods cold storage**

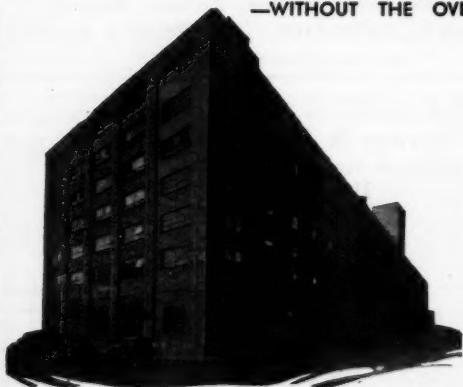
U. S. Customs and U. S. General Bonded.

Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.

New York City Representatives:
MR. J. W. TERREFORTE
258 Park Avenue
Telephone: Plaza 3-1235

Chicago Representatives:
MR. W. H. EDDY
53 W. Jackson Blvd.
Telephone: Harrison 1496

CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE
—WITHOUT THE OVERHEAD**Modern — Efficient — Responsible**

**EVERY DISTRIBUTION AND
WAREHOUSING SERVICE
KNOWN TO THE TRADE**

CINCINNATI TERMINAL WAREHOUSES, INC.

U. S. General Bonded Warehouse Number 1

Parkway 8070

Cincinnati, O.

CINCINNATI, OHIO

THE BALTIMORE AND OHIO WAREHOUSE CO.

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at Sixth and Baymiller Sts. Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice, etc. where a low temperature is maintained.

Special attention given to refrigerating in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring solar storage.

Low Insurance Rates. Sprinkler Systems.

FRED W. BERRY.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking

—Storage

N. W. Corner Pearl and Plum

Merchandise Storage Pool Cars

Penn. R.R. Siding Inter-City Truck Depot



CINCINNATI, OHIO

MEMBER

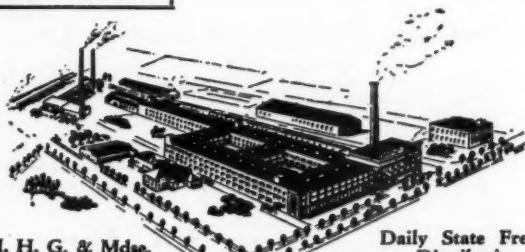
**The "Al" Naish Moving and Storage Co.**

3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction, 40,750 Sq. Ft. Consign Shipments to Oakley Sta. of B&O. Distribution of Pool Cars. Transfers Household Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—CinVOW

CLEVELAND, OHIO



H. H. G. & Mdse.

Daily State Freight
Distribution**BRAMLEY STORAGE CO.**

A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. and Steam Heated O.W.A.

CLEVELAND, OHIO

BRITTEN TERMINAL Inc.

Merchandise Storage & Distribution. Lowest Insurance Rates. Covered Rail & Truck Docks. Operate Own Truck Equipment. Pool Car Distribution.

2775 PITTSBURGH AV.

Telephone Prospect 2970



CLEVELAND, OHIO

"A WAREHOUSE IS ONLY AS GOOD AS ITS PERSONNEL"

To insure good service use

THE GREELEY-GENERAL WAREHOUSE CO.LOCATED IN THE NEW YORK CENTRAL FREIGHT TERMINAL
AT BROADWAY AND E. 15th ST.

CLEVELAND, OHIO

LEDERER TERMINALS

... HAVE SOMETHING IN STORE for you ...
THREE GREAT WAREHOUSE LOCATIONS
GENERAL OFFICE, 1531 W. 25th ST.

(Concluded from page 78)

the jobber or wholesale license fees.

Washington

Storers are responsible for State and county property taxes on all goods in public warehouses as of March 1. Warehousemen are responsible for reporting the amount of merchandise they are holding for each customer, together with latter's name and address. They are otherwise responsible themselves for the personal property taxes on all goods stored in their warehouses on the assessment date.

West Virginia

Storers are assessed ad valorem personal property taxes on all goods in public warehouses in this State as of March 1 of each year.

Wisconsin

Merchandise shipped into this State and delivered to a public warehouse direct from a railroad or steamship line and stored in the original package is regarded as being in transit and is not taxed while in the warehouse. On the other hand, merchandise which has, from the time of its origin to the time of its storage, always been in the State even though in the original package, is considered a part of the mass of the property of the State which has always been subject to taxation, while in transit as well as while in storage. These latter goods are taxed to the owner as of May 1 of each year, provided the warehouseman furnishes the assessor with a list of all goods stored, and with a copy of the warehouse receipt showing their value and the name and address of the owner.

Wyoming

Storers are subject to tax on the average value of their goods in Wyoming warehouses during the year ending Feb. 1.

YOUNGSTOWN, OHIO

The Watson Terminal and
Warehouse Co.
720 Dollar Bank Bldg.

We will build a warehouse to fill your requirements and lease to you on reasonable terms.

CLEVELAND, OHIO



Distribution Terminal Warehouse Company

Central Viaduct and West 14th St.
Cleveland, Ohio

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS

SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.R.s. entering Cleveland; L. C. L.-Penns. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.R.s. to Cleveland, Ohio.



LINCOLN STORAGE

Geo. A. Rutherford, Pres. W. H. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

CLEVELAND, OHIO

AT YOUR SERVICE



- Eight modern warehouses
- Special storage facilities
- Low insurance rates
- Private switch facilities
- Quick deliveries

A warehouse in each major section of the city.

The **NEAL**
STORAGE COMPANY
CLEVELAND OHIO

OHIO**DIRECTORY OF WAREHOUSES**Distribution and Warehousing
May, 1935**CLEVELAND, OHIO**

MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION
HEATED LIQUOR STORAGE
CUSTOMS BONDED
WAREHOUSE
LEASE SPACE

A MODERN, FIRE-PROOF STRUCTURE WITH
ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING

THE OTIS TERMINAL WAREHOUSE CO.

1300-38 W. NINTH ST.
U. S. GENERAL BONDED WAREHOUSE No. 4

**CLEVELAND, OHIO*****Builders of Bigger
and Better Business***

Merchandise Storage and Distribution . . . Fire-proof Buildings . . . Low insurance rates . . . Convenient locations . . . United States Custom Bonded . . . Fumigation if desired . . . Pool car distribution . . .

RAILWAY WAREHOUSES INC.
3450 CROTON, S.E.
CLEVELAND, OHIO

COLUMBUS, OHIO**Cover OHIO from Columbus**

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company
55-85 Terminal Way
Columbus, Ohio
Established in 1882

COLUMBUS, OHIO

Member of Associated Warehouses, Inc.

COLUMBUS WAREHOUSES, INC.
A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE
MOST CENTRAL WAREHOUSE—3 BLOCKS OF
CENTER DOWNTOWN DISTRICT
POOL CAR DISTRIBUTION
PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES
228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.
IDEALLY LOCATED

COLUMBUS: — In the Center of Ohio.
THE MERCHANTISE WAREHOUSE CO.: — In the Center of Columbus.
SERVICE: — That means more business for you at less expense. Let us serve you at Columbus.
PRIVATE SIDING ON
N. Y. CENT. RY.
U. S. Customs Bonded

The Merchandise Warehouse Co.
270 W. Broad St.
Columbus, Ohio
MEMBER: A.W.A.—G.W.A.—A.C.W.

How Distributors Can Be Serviced by a Warehouse Firm's Trucks for Wholesale Removals Exemplified by Herbert Firm

A NATION-WIDE interest has developed from the moving, by trucks, of the household goods of 178 families and the office equipment of the Republic Steel Corporation from Youngstown to Cleveland.

This removals job, one of the largest of its kind in the history of American transportation, illustrates strikingly how experienced storage companies can effectively service national distributors confronted with the problem of wholesale transferral of employees and chattels from one city to another.

Just such a problem had to be solved by the Republic Steel Corporation, the country's third largest producer of steel, when it decided to establish executive and general offices on the thirteenth, fourteenth, fifteenth and sixteenth floors of Cleveland's Medical Arts Building, since renamed the Republic Building.

J. P. Hannan, Republic's district traffic representative, was assigned to direct the job for his organization, and the work of removals was done by the Wm. Herbert



Paul J. Herbert

& Son Co., Youngstown, and the Andrews Trucking Co., Cleveland.

From Youngstown to various points in Cleveland, about sixty-eight miles, the Herbert company's vans hauled 240 loads of Republic employees' household goods. The Andrews firm handled the Republic corporation's office equipment—87 truckloads, plus six truck-loads of safes. The Herbert company transported also 93 truckloads of Republic office furniture, with the assistance of certified drayage firms. The entire job, exceeding 325 truckloads, covered several months of activity, and Paul J. Herbert, president of the Herbert organization, reports that warehousing and drayage companies in all parts of the United States have been evincing keen interest in this removals job.

"I believe the project will do much to stimulate truck transportation in the future," said Mr. Herbert.

Mr. Herbert was congratulated by the Republic's officers for "the splendid manner" in which the job was done and with practically no damage to goods or office equipment reported. The Andrews company also came in for its share of praise for the efficient service with its trucks and capable men for the huge movement of office equipment.

Smaller household articles were packed in 850 barrels, and officers of the Republic, Herbert and Andrews organizations all reported that neither accidents nor delays occurred in spite of the zero weather and icy highways in eastern Ohio. Republic Steel paid all trucking expenses for the moving. Nine families from Warren, twelve miles north of Youngstown, were included in the movement.

Pets, goldfish, dogs, cats, costly silverware, bric-a-brac, pictures and delicate furniture were included in the moving.

COLUMBUS, OHIO

Consign Your Household Goods Shipments to

DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding

EDWARDS TRANSFER AND STORAGE CO.
426 North High St., Columbus, Ohio

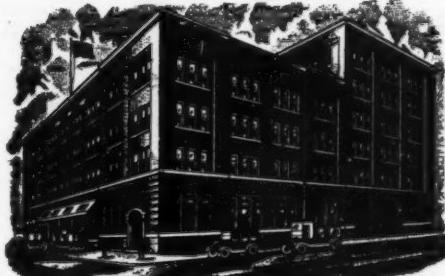
Member—National Furnishers Warehouses Assn., Ohio Warehouses Assn.



COLUMBUS, OHIO

MERCHANDISE STORAGE
and DISTRIBUTION

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THE NEILSTON WAREHOUSE CO.

F
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P
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MARION, OHIO

MERCHANTS TRANSFER COMPANY

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines

MEMBER MAY. W. A.

SPRINGFIELD, OHIO



WAGNERS SERVICE, INC.

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

TOLEDO, OHIO

The RATHBUN CARTAGE CO.
2941-2951 MONROE STREET

"Rathbun" is fully equipped to efficiently handle your merchandise and household warehousing needs in Toledo. . . . Moving, packing, shipping, storing. . . . Riggers and machinery movers. . . . POOL CARS SOLICITED. . . . Local & Long Distance Moving.

Member O.F.W.A.—O.W.A.

TOLEDO, OHIO

"QUICK SHIPPERS"

**TOLEDO TERMINAL
WAREHOUSE, INC.**

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehouses Assn.
Ohio Warehouses Assn.
Toledo Chamber of Commerce

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

TOLEDO, OHIO

HERE IS REAL
WAREHOUSE SERVICE



Every Known Modern Warehouse Facility

U. S. GENERAL BONDED WAREHOUSE NO. 6

U. S. CUSTOM BONDED

**GREAT LAKES
TERMINAL WAREHOUSE CO.**

321-357 MORRIS ST. TOLEDO, OHIO

Private Siding B&O. and N.Y.C. R.R.'s
TOLEDO'S LARGEST—FINANCIALLY
RESPONSIBLE—WAREHOUSE

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.
EST. 1887
CRATING—PACKING—MOVING
STORAGE
YOUNGSTOWN, OHIO

OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.

Commercial Warehouse Co.

50,000 sq. ft. for Exclusive Merchandise Storage
Pool Car Distributors

Free Switching

14c. Insurance rate

OKLA. CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.
General Warehousing and Distribution



MOTOR TRUCKS & TEAMING

HOUSEHOLD GOODS

MERCHANDISE

MEMBERS: NFWA, AWA,
Dist. Service, Inc.

OKLAHOMA**DIRECTORY OF WAREHOUSES**Distribution and Warehousing
May, 1936**OKLAHOMA CITY, OKLA.**

Oklahoma Bonded Warehouse Company
Merchandise Warehousing
Pool Car Distribution

Free Switching
 Private Trackage
 P. O. Box 1222

50,000 Sq. Ft.
 Floor Space.
 Fireproof

OKLAHOMA CITY, OKLA.**TULSA, OKLA.****Joe Hodges Fireproof Warehouse****Moving — Packing — Storage**

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

PORTLAND, ORE.**Colonial Warehouse and Transfer Co.**

Operating Public and Custom Bonded Warehouses
 Licensed under the U. S. Warehouse Act
 Merchandise, Storage and Distribution
 Private Siding Free Switching Sprinklered
 1132 N. W. GLISAN STREET

**PORTLAND, ORE.****HOLMAN TRANSFER CO.**

1306 N. W. HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland
 Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION A SPECIALTY

Member A. W. A.—Amer. Chain.

Established 1864

PORTLAND, ORE.**OREGON TRANSFER COMPANY**

Established 1848

1238 Northwest Glisan Street Portland, Oregon
 U. S. BONDED and PUBLIC WAREHOUSES
 Merchandise Storage and Distribution
 Lowest Insurance Rates—Sprinkler Equipped
 Member A. W. A.
 Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.**GENERAL MERCHANDISE WAREHOUSING AND TRANSPORTATION**

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments via Water or Rail to us at our private Siding.

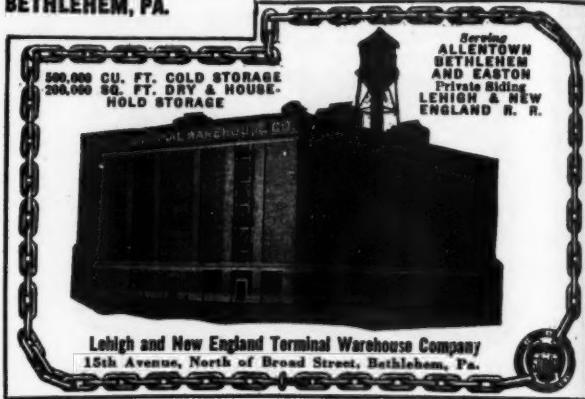
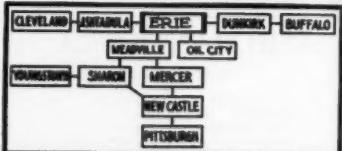
PIHL TRANSFER & STORAGE CO.
 1281 N. W. Hoyt St. Portland, Oregon
 Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

Rudie Wilhelm, Pres.

RUDIE WILHELM WAREHOUSE CO.

70,000 Sq. Ft. Fireproof Concrete Storage Space
 ADT Automatic Sprinklered System
 Household Goods and Merchandise Distribution
 Agents: Universal Transcontinental Freight Service

BETHLEHEM, PA.**ERIE, PA.****THE ERIE STORAGE & CARTING COMPANY****1502 SASSAFRAS ST., ERIE, PA.**

Trackage on New York Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of merchandise and household goods. Branch house service for manufacturers. Pool cars distributed.

MEMBER: ALLIED VAN LINES — H.F.W.A.
 P.F.W.A.—Rotary and Kiwanis

THE IRWIN TRANSPORTATION COMPANY

1502 Sassafras St.
 Erie, Pa.

Overnight service on merchandise to all of the above cities.

HARRISBURG, PA.**Pool Cars**

Efficiently Handled
 Merchandise and
 Household Goods Storage

**HARRISBURG STORAGE CO.**

P. R. R. Sidings HARRISBURG, PA.
 American Warehousemen's Association, National Furniture
 Warehousemen's Association, Pennsylvania Furniture Warehousemen's
 Association, American Chain of Warehouses

HAZLETON, PA.

CHRIST N. KARN, Prop.

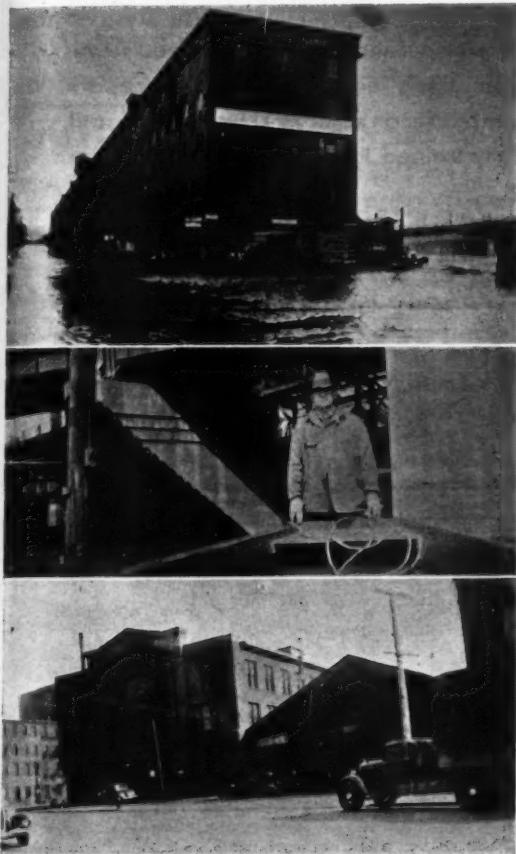
KARN'S TRANSFER & STORAGE

FIREPROOF STORAGE WAREHOUSE
 Household Goods Storage, Packing, Shipping
 Merchandise Storage and Distribution
 Pool Cars Distributed. Local and Long Distance Hauling
 Members of Mayflower Warehousemen's Association

B. & O. Warehouses, Cincinnati, Did "Business as Usual" During Recent Flood of the Ohio River

THE recent Ohio River flood conditions failed to interrupt the delivery machinery of the Baltimore & Ohio Warehouse Company in Cincinnati. The waters did not interfere with business and not a pound of freight was lost, according to F. W. Berry, treasurer and operating executive.

As shown in one of the accompanying photographs, water surrounded the company's plant at Smith Street, but not to any great depth. In anticipation of an increasing depth which did not materialize, Mr. Berry



put the warehouse laborers to work constructing boats. Four of these were built, each equipped with an outboard motor, but it was not necessary to use them.

The B. & O. firm had an ace in the hole had the Smith Street warehouse been deluged. Its building (also illustrated) at Sixth and Baymiller Streets is on high land, above the highest mark which flood waters had been expected to reach at maximum.

To Seek Liberalization of Utah's Liquor Storage Law

Utah's public merchandise warehousemen plan to ask the next State Legislature to make it legally possible for liquor to be stored in such warehouses (other than liquor purchased by the State Liquor Control Commission and held in the Commission's own warehouse).

Some months ago the warehousemen sought to have the State liquor authorities permit distillers' stocks to enter public storage but the request was turned down by the Control Commission.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring, Forwarding, Manufacturers' Distributors, Carload Distribution, Local and Long Distance Moving
Members May. W.A.—P.F.W.A.

OIL CITY, PA.

CARNAHAN

Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.
Forwarding agents

Members N. F. W. A.

PHILADELPHIA, PA.

ATLAS

STORAGE WAREHOUSE COMPANY

FIREPROOF DEPOSITORY

4015 Walnut Street

Member N. F. W. A., P. F. W. A. and C. S. & T. A.

WALTER E. SWEETING, President

PHILADELPHIA, PA.

Est. over 50 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

H. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Treas.
LEAH ABBOTT, Secy.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES

Executive Offices—50 So. 3rd St.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.

Company owns fleet of motor trucks for

city and suburban deliveries

PHILADELPHIA, PA.

BUELL G. MILLER, President

MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member N.W.A., P.F.W.A., P.M.T.A., C.F.M.A. of Pa.



PHILADELPHIA, PA.

68 Acres OF FLOOR SPACE



Motor Truck SERVICE

We own and operate a fleet of motor trucks to provide "Store door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.



13 Warehouses located in the foremost wholesale and retail districts, served by both Reading R. R. and Pennsylvania R. R. Trackage facilities for 143 cars. Streets leading to and from loading platforms are wide and well paved, thus eliminating vehicular congestion. Modern fireproof construction provides low insurance rates. High-speed elevators to all floors. Completely equipped pool car departments. No cartage expense on L. C. L. shipments by rail. A personnel especially trained to handle all merchandise.

TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A.W.A., N.F.W.A., Pa.F.W.A.

Represented by DISTRIBUTION SERVICE, INC.
100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986
624 Third Street, SAN FRANCISCO . . . Phone Sutter 3461
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at
Strategic Distribution Centers



PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses

Sprinkler Protected

Distributors

Penna. R. R. Siding

Kirby Transfer & Storage Co.

2538 Smallman St.

Pittsburgh, Pa.

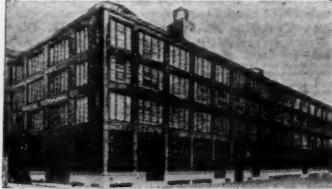
PITTSBURGH, PA.

THOMAS WHITE, Owner and Manager

WHITE TERMINAL CO.

16th - 17th and PIKE STS.

PITTSBURGH



Our combination of a modern trucking service and an efficient warehousing organization is ideal in serving all the needs of distributors in this territory. Our building is modern, sprinkled and located right in the heart of Pittsburgh's jobbing district. Private siding on the Penna. R.R.

Also Operating WHITE MOTOR EXPRESS

Position Wanted

YOUNG man, 35, with eight years' experience in domestic and foreign freight forwarding, and nine years' connection with large New York household goods warehouse as solicitor, estimator, assistant to warehouse superintendent, and office manager.

Desires position in the East. A-1 references. Available May 15.

Address Box F-235, care of Distribution and Warehousing, 249 West 39th Street, New York City.

Brooks Interests, Richmond, Buy
Local Locomotive Works Building

Brooks Transportation Co., Inc., a subsidiary of the Brooks Transfer & Storage Co., Inc., Richmond, Va., has purchased a large part of the local plant of the American Locomotive Works.

On the property, which covers four acres, is a building formerly used as a shop by the locomotive works. Its frontage on the Boulevard, one of the city's main arteries from the North, is 625 feet. After extensive alterations, this structure will be used as a garage and storehouse. The entire Brooks' fleet will be housed here, in addition to a repair and mechanical shop.

There is also a three-story fireproof building on the property, and this will be used as a merchandise warehouse.

The location has a railroad siding, with switching facilities for all railroads entering Richmond.

SCRANTON, PA.

R. F. POST
DRAYMAN & STORAGE WAREHOUSE
221 Vine St.

HOUSEHOLD STORAGE
MERCHANDISE STORAGE
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

POOL CARS

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION
D L & W and D & H Sidings

Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.
31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING
Private Siding Pennsylvania R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service
Storage-in-Transit and Pool Cars

19 New Bennett St. Wilkes-Barre, Pa.

Wisconsin Fair Trade Practice

Act Is Ruled Unconstitutional

CIRCUIT Judge Charles L. Aarons ruled in Milwaukee on April 9 that the Wisconsin fair trade practices Act was unconstitutional. He dismissed an injunctive suit brought against a local retail drug store chain by two Milwaukee wholesale drug houses.

The case was the first test of the statute, enacted by the 1935 Legislature to permit wholesalers to contract with their customers to maintain minimum prices, such prices to be binding on non-contractors provided they had notice of them.

There was no legal provision by which a private contract might establish a law that would be binding on all persons unless an administrative body could set the provisions of the contract aside, Judge Aarons held in his decision.

It is expected the decision will be appealed.

Mrs. Shattuck Resigns from Manhattan

Mrs. Myda L. Shattuck has resigned her association, begun in November of 1930, with the Manhattan Storage & Warehouse Co., New York City, and has returned to Hollywood, Cal., to live. With the Manhattan her position had been largely one of making and maintaining contacts with the company's feminine clientele.

Mrs. Shattuck was at one time manager of the Hollywood Storage Co., Hollywood.

Pennsylvania F.W.A. Reelects Lutz

The Pennsylvania Furniture Warehousemen's Association at its recent annual meeting held in Pittsburgh, reelected as its president Harvey J. Lutz, a partner in Hildenbrand Bros., Philadelphia. John J. Hartey, Philadelphia, of the Judson Freight Forwarding Co., was again chosen secretary.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping
80-90 Dudley St.

Member National Furniture Warehousemen's Assn.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Spaces.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Track Service.

Members of the American Chain of Warehouses, Inc.

KNOXVILLE, TENN.

FIREPROOF STORAGE &
VAN COMPANY, Inc.

Successors to Knoxville Fireproof Storage Co.

201-211 Randolph St.

Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments
per annum. solicited. Prompt remittances
Pool Cars distributed. made.

MEMBERS
American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—C. H. Paul, Treas.



Rowe Transfer & Storage Co.

416-426 N. Broadway

Household Goods and Merchandise Storage and
Distribution. Pool Car Distribution.
Fireproof Warehouse. Low Insurance.

Agent, Am. Mayflower Transit Company
Member, Mayflower Warehousemen's Association & So. W. A.

MEMPHIS, TENN.

S. S. DENT, Pres.

General Warehouse & Distributing Co.

435 So. Front St.

"Good housekeeping, accurate records. Personal Service"
Located in the center of the Jobbing & Wholesale district.

Sprinklered
Private R. R. siding
Member of M.W.A.

Low Insurance
Perfect service

TENNESSEE

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
May, 1936

MEMPHIS, TENN.

Pres. J. H. POSTON

Secy. and Treas. W. H. DEARING

JOHN H. POSTON
STORAGE WAREHOUSES

INCORPORATED

671 to 679 South Main St.

Established 1894

Insurance Rate \$1.41 per \$1,000 per Annum
DISTRIBUTION A SPECIALTY

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

ARMSTRONG TRANSFER & STORAGE CO., INC.

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and Distributing Company.

Member Mayflower W. A.—Amarillo Warehousemen's Association—American Chain of Warehouses

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice Pres.
May Crocker—Secy. & Treas.CROCKER
TRANSFER AND STORAGE CO., INC.

Established 1912

Distribution Pool Cars or Boat Shipments

Merchandise & Household Goods

Storage Drayage Crating

Members — A.W.A. N.F.W.A. S.W.T.A. A.C.W.

MEMPHIS, TENN.

"SERVICE"

ROSE WAREHOUSE CO.

2-8 East and 2-12 West Calhoun Avenue
Memphis, TennesseeMerchandise Storage and Pool Car Distribution
"SERVICE"

NASHVILLE, TENN.

MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE
HOUSEHOLD STORAGE, LOCAL AND LONG DISTANCE MOVING
FIREPROOF WAREHOUSES UP-TO-DATE EQUIPMENT

BOND-CHADWELL CO.

124 First Avenue, N. 1625 Broadway

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

Nashville Warehousing Co.

GENERAL STORAGE

POOL CAR DISTRIBUTION

FREE SWITCHING—CITY TRUCKING

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest
Insurance Spot Stock and Pool
Car Distribution — Private
Siding — Free Switching
Motor Truck Service.

DALLAS, TEXAS

Dallas-Trinity Warehouse Company

"Courtesy With Unexcelled Service"

Complete Warehousing

R. E. Abernathy, Pres.

3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Also Corsicana Warehouse Co.
Ft. Worth, Texas Corsicana, Texas

Member of N.F.W.A.—A.W.A.—S.W.A.

DALLAS, TEXAS

The Interstate
Fireproof Storage
& Transfer Co.301 North Market St.
Merchandise Storage and
Distribution.

Household Goods Storage, Moving &
Packing—Long Distance Hauling
Associate Managers
W. I. Ford R. E. Eagon

Trucking, Alleging Rebates to Shippers by Railroads, Asks I.C.C. for National Investigation of Pick-Up and Delivery

(Continued from page 28)

in violation of Part I, which were present in I & S Docket 4191, are equally present in the tariffs against which this petition is directed.

"All questions of law, procedure, and administration, which were raised in the Official Territory case, are nationwide in scope and involve the Western and Southern Territory tariffs, also.

"The Official Territory protest and argument presented numerous questions of law which were not presented or considered in the Western and Southern Territory cases and, upon the submission of said questions, the Commission reached a different conclusion.

"Western Territory free pick-up and delivery tariffs have been in effect for some time and for that reason afford an excellent opportunity to ascertain the actual effect of these operations and tariffs on the public interest, the railroads and the motor carrier industry. The Western Territory will offer an opportunity to develop whether the amounts paid by railroads to certain local cartage operators are retained by the local cartage operator or used in part for additional rebates to shippers.

"Southern Territory tariffs are likewise in effect and offer an opportunity for analysis of their effect. The Southern Territory also will present the questions of violations resulting from a railroad subsidized express company (Southeastern Express Company), engaging in over-the-road and local cartage motor carrier operations in interstate commerce, without 'grandfather clause' rights to certificates of convenience and necessity, and without applying to the Commission for such certificates. Through the express company device, railroads are engaging in cut-throat competition with motor carriers by transporting goods at 'express' rates, which are below freight rates and include free pick-up and delivery.

"By consolidating Official, Western and Southern tariffs into one investigation, the Commission more readily can ascertain the facts which are essential to a proper determination of the national questions involved in the suspension and investigation which is now applicable only to Official Territory.

"By a consolidated hearing the Commission can better ascertain the facts necessary to determine the proper procedure in connection with Special Permission No. 151,685, dated March 9, 1936, whereby certain railroads were authorized to file tariff supplements for the 'substitution of highway vehicle service for rail service between stations served by rail carriers,' which permission expires June 1, 1936.

"An investigation on the Commission's own motion will enable the Commission to determine the extent and effect of railroad-owned trucking subsidiaries furnishing fleets of trucks to large shippers by railroad.

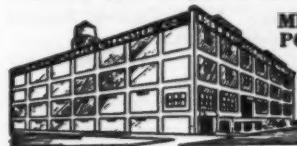
"Subject tariffs are illegal because they are exclusively railroad tariffs which include transportation over highways by motor carrier operations, contrary to the fact that transportation 'wholly by railroad' begins and ends on rail.

"Subject tariffs are illegal because they are exclusively railroad tariffs, and include transportation over highways by motor carrier operations, and there has not been filed or submitted any joint rate or concurrence by any motor carrier and no certificate of convenience and necessity or permit is held or has been applied for.

"Subject tariffs are illegal because the effect is to circumvent, through the device of a tariff publication
(Concluded on page 90)

DALLAS, TEXAS

SPECIALIZING



MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION

SERVING THE GREAT
SOUTHWEST AREA

EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT.

KOON-McNATT STORAGE & TRANSFER CO.

911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

DALLAS, TEXAS

A Complete Merchandise Warehouse
Service

COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS

MORGAN WAREHOUSE and COMMERCIAL COMPANY

Houston Street at McKinney Avenue, 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



BINYON-O'KEEFE
Tireproof Storage Co.

Fort Worth
Associated with Distribution Service, Inc.



FORT WORTH, TEXAS

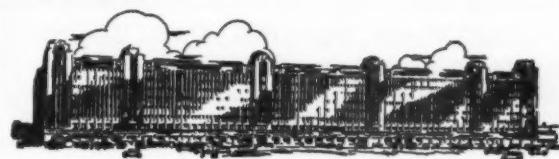
Storage, Cartage, Pool Car Distribution

O. K. Warehouse Company, Inc.

255 W. 15th St.

Fort Worth, Tex.

FORT WORTH, TEXAS



The Southwest's Finest Warehouse
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE

Texas and Pacific
Terminal Warehouse Co.

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.

Merchandise storage—pool car distribution, daily motor freight lines.
Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company
 General Storage Cold Storage U. S. Custom Bonded
 Office Space Pool Car Distribution
 Lowest Insurance Rate Display Space Parking Space
 New York Representative Chicago Representative
 Phone Plaza 3-1235 Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.
 Shipsides and Uptown Warehouses
 Merchandise Storage and Distribution
 Operators—Houston Division
 LONE STAR PACKAGE CAR CO.
 1302 Nance St. Houston, Texas

HOUSTON, TEXAS

**UNIVERSAL TERMINAL
WAREHOUSE COMPANY**
 Fireproof Storage—Sprinklered Warehouses
 New York Office: 100 Broad Street
 Chicago Office: 427 West 27th Street

HOUSTON, TEXAS

IN HOUSTON

**Westheimer
Transfer and Storage Co., Inc.**
 Fifty-three Years of Dependable Service
 SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY
 Benj. S. Hurwitz
 President Members N. F. W. A.
 State and Local Assn.

LONGVIEW, TEXAS

ROY WILSON TRANSFER & WAREHOUSE CO.
 BONDED
 Household Goods and Merchandise Storage
 Pool Car Distribution
 Store in Longview—the most centrally located city
 in the East Texas Oil Field

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE
 Complete Storage and Distribution Service
 over 50 years of satisfactory service
 Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.
 BONDED FIREPROOF
 POOL CAR DISTRIBUTORS
 STORAGE AND DRAYAGE
Dependable Service Since 1913

SAN ANTONIO, TEXAS

Scobey Fireproof Storage Co.
 HOUSEHOLD - - - MERCANDISE
 COLD STORAGE - - - CARTAGE
 DISTRIBUTION
 INSURANCE RATE - - - 10c
Members of 4 Leading Associations

(Concluded from page 89)

of a tariff publication under Part I of the Interstate Commerce Act, the statutory requirements that authority to conduct motor carrier operations only can be obtained through compliance with the provisions of Part II of the Interstate Commerce Act.

"Subject tariffs are illegal because they authorize allowances to shippers, which allowances are *prima facie* rebates in that the allowances are for services by shippers, which services the shippers legally are bound to perform without allowances, and authorize 'collection and delivery' rebates to thousands of shippers who are 'tenants' of the railroads and occupy railroad freight depots and other railroad-owned warehouses where no collection and delivery is necessary by either carrier or shipper.

"Subject tariffs are illegal because they are unjustly discriminatory and unduly preferential as between shippers and places.

"Subject tariffs are illegal because the allowances have no relation to the cost or value of the services, either to the shippers or to the railroads, and because they combine accessorial services without separately stating an adequate charge.

"Subject tariffs are illegal because they are devices for destructive and cut-throat competition through duplication of facilities and below cost service, and are monopolistic *per se*."—(J. J. Butler.)

Calendar of
Coming Events

May

7-8. Glass Container Association of America. At White Sulphur Springs, W. Va. Victor L. Hall, 19 West 44th Street, New York City, secretary.

29-30. National Federation of Sales Executives. At Hotel Statler, St. Louis.

29 to June 3. National Cottonseed Products Association. At Hotel Roosevelt, New Orleans. S. M. Harmon, 1931 Sterick Building, Memphis, secretary.

June

11-12. American Feed Manufacturers Association. At Hotel Greenbrier, White Sulphur Springs, W. Va.

16-19. National Retail Tea & Coffee Merchants. At Edgewater Beach Hotel, Chicago.

21-25. National Association of Retail Grocers. At Hotel Adolphus, Dallas.

August

11-14. International Apple Shippers' Association. At Hotel Statler, Boston.

September

21-23. Associated Coffee Industries. At William Penn Hotel, Pittsburgh.

November

10-14. Poultry Industries Exposition. At New York City.

Trusteeship Ends for Bush Terminal

Judge Inch in the United States District Court in Brooklyn, N. Y., signed April 30 an order dismissing reorganization proceedings under Section 77b of the Federal Bankruptcy Law of the Bush Terminal Co. and also dismissing a suit in equity pending against the company. The order of the court directs the return to the company of all its assets as of June 1. Fuller details on this decision will be covered in the June issue of *Distribution and Warehousing*.

SAN ANTONIO, TEXAS



SOUTHERN TRANSFER CO., INC.

FIREPROOF BONDED STORAGE

U. S. Customs Bonded Warehouse—
Cartman's Permit No. 1

TYLER, TEXAS

EAST TEXAS TERMINAL WAREHOUSE CO., Inc.

*Serving the World's Largest Oil Field
and All of North and East Texas.
The highest type of BONDED Storage
and Warehouse facilities.*

POOL CAR DISTRIBUTION

Member—S.W.A.

415-17 N. College and Cottonbelt tracks.

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

Wichita Falls Fireproof Warehouse

(Reinforced concrete)

Motor Freight Service to All Territory
Tarry Warehouse & Storage Company, Inc.

Members { National Farm Warehousemen's Assn.
Southwest Warehouse & Transformer's Assn.

See TYLER-TARRY-FAGG Co. Associated

ODGEN, UTAH



**Western Gateway Storage
Company**

COLD AND DRY STORAGE

A Modern Commercial Warehouse
Bonded Service

Member American Warehousemen's Assn.

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution. Office Facilities.

Member A. W. A.

SALT LAKE CITY, UTAH

DOOLY TERMINAL WAREHOUSE

"IT'S THE LOCATION"

213 So. First West St.

FACILITIES—55,000 sq. ft.; Slow burning, brick, steel and mill const.; Floor load 250 lbs.; Sprinkler sys.; A.D.T.; private watchman; Insurance rate, 14c. Interurban Electric siding; free switching from all R. R.'s.

SERVICE FEATURES—Bonded. Pool car distributor. Motor freight storage; collections made and promptly paid; extending all services of a branch house except the actual selling. Free pick-up and delivery service from warehouses to transportation depots. Office space.

ASSOCIATIONS—Utah Warehousemen's Assn.

IDEALLY LOCATED—Our warehouse's business is in the financial district and right in the center of the jobbing section, in the heart of all business activity, and the most desirable location in Salt Lake City. Our negotiable receipts are accepted by banks as collateral against merchandise stored in warehouse. Prompt delivery service.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 14 Cents

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Merchandise Warehousing - Distribution
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Lowest Insurance Cost - A.D.T. Watchman Service
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MODERN SPRINKLER EQUIPPED WAREHOUSE
50,000 SQUARE FEET PRIVATE RAIL SIDING
Lowest Insurance Rates in Norfolk. Pool Car Distribution.
WE SPECIALIZE IN MERCHANDISE STORAGE
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Established 1892

**SOUTHGATE
STORAGE COMPANY, Inc.**



For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

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HOUSEHOLD

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OBJECTS of ART

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VALUABLES

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Security Storage Corporation**

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Local and Long Distance Movements

ESTABLISHED 1897

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DIRECTORY OF WAREHOUSES

Distribution and Warehousing
May, 1936

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MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20¢ PER \$100 PER YEAR
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ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars



Automatic Sprinkler

Private Railroad Siding

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Member of American Chain of Warehouses

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Free Switching Service.

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Fireproof Warehouses 220,000 Square Feet

INSURANCE .133 Cents per \$100.00

GENERAL STORAGE AND DISTRIBUTING SERVICE

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 Daily Service to Northwest Points

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refer to
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Free switching service—Low insurance rates
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STORAGE
100,000 sq. ft. capacity
Established 1900

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DISTRIBUTORS
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Free Switching

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General merchandise storage and distribution



Located in the center of wholesale and jobbing district
 Low insurance rates Office and desk space
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 Largest Spot-Stocks in the
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 Assembling and distribution of
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 Agents for JUDSON.

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A first class warehouse for your goods: private side track from any railroad entering city—no switching charge; our own trucks and a competent force of employees. All at a cost that is surprisingly low yet everything is convenient for your warehousing needs.

HUNTINGTON WAREHOUSE CORP.
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The Gateway City Transfer & Storage Co.

C. B. & Q. R.R. Siding

The logical distribution center for Western Wisconsin,
 Eastern Minnesota, and Northeastern Iowa.

Trackage warehouse for merchandise and Free switching service.
 We specialize in pool car distribution.

LA CROSSE, WIS.

La Crosse Terminal Warehouse Co.**GENERAL STORAGE**

We make a specialty of storage and pool car distribution for agents, brokers, and general merchandise houses.

Free switching service
 Large fleet of Vans and Delivery Trucks
 We give prompt service

430-434 SOUTH THIRD STREET

Eastman Foresees L.C.L. and Car-Forwarded Freight Traffic Concentrated and Moved at High Speed, with Less Long-Haul Trucking

JOSEPH B. EASTMAN, Federal Coordinator of Transportation, visualized vast developments in the field of transportation in his address before the Engineers' Club of the Lehigh Valley, at Lehigh University in Bethlehem, Pa., on April 13.

Mr. Eastman said that seemed a reasonable conclusion that if the growing mechanization of industry and the widespread introduction of labor-saving devices and methods could be utilized, as was done with the automobile, to reduce the prices of products and bring them within the range of a great consuming public, what now appeared a menace (truck competition) might be converted into a blessing.

"In freight service," said Mr. Eastman, "I can see the less-than-carload express and car-forwarded traffic combined, concentrated, and handled in much more heavily loaded cars of shock-proof construction, moved at passenger train speeds. The distribution at either end will be done by trucks, probably to and from railheads outside the crowded city areas. An intermediate service, between the present less-than-carload and carload services, will be developed by the use of containers carried on flat cars. They will be of lightweight construction, of uniform types and capable of interchange between all railroads, and between railroads and motor trucks or water carriers. Some of them will be adapted to special services, including refrigeration."

Mr. Eastman foresaw a contraction of long-haul motor-truck haulage for most commodities, but continual expansion of short-haul operations.

"When such adjustments in rates as can be justified are made and railroad service becomes as efficient and economical as is possible," he said in commenting on a predicted general tendency toward reduced railroad rates, "I see little future for long-haul motor truck haulage of most commodities, although I expect to see the short-haul operations expand continually."

Meyer Favors Trucking Wherever Amount of Traffic Is Limited

(*Washington Correspondence*): In fields where there is a limited amount of traffic, not enough to support both rail and motor carriers, trucking should have priority, according to Commissioner B. H. Meyer of the Interstate Commerce Commission.

Speaking before the spring meeting of the National Industrial Traffic League, Commissioner Meyer said: "The highway goes everywhere. The rails can not do the same."

Cost should be the final determining factor in deciding which of the transportation agencies should best serve the public, he pointed out, stating:

"The agency that can perform a given service at the lowest cost, and therefore at the lowest charge to the public, is the one which must prevail in that particular service. I am speaking now of aggregate costs, total necessary operating costs—costs which must be covered if such service is to be rendered. Unless such costs can be covered, the service cannot be rendered and the agency must withdraw from the field. . . . Unless the railroads' costs can be brought down, the field of their operations will be restricted by their competitors and what will finally be left for them is a matter of conjecture. Just what the situation is in this respect regarding motor vehicles, I hope to learn in the near future."

Mr. Meyer said he was doubtful whether it would be possible to shape rail reorganizations in such a manner as to prevent financial difficulties of the railroads in the future.—(Edwin Hartrich.)

MADISON, WIS.

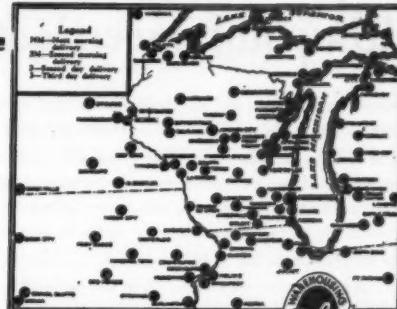


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The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch
Fireproof Building 85,000 Square Feet
Pool Car Distribution by Truck or Rail
Private Sliding Milwaukee Road,
Free Switching All Roads
Established 1886

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Atlas of Milwaukee with its trained personnel is in a position to help you with your distribution problems—Write to us today!

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Represented by:

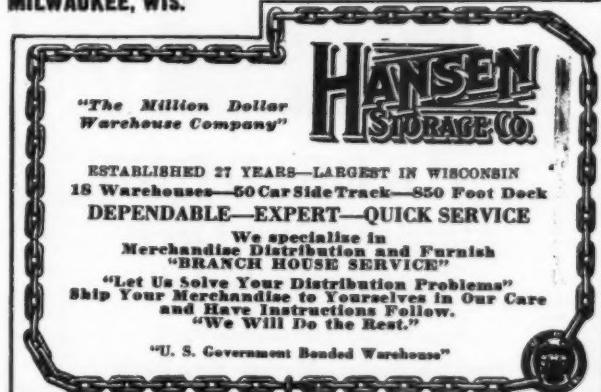


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Fast distribution to six states from MILWAUKEE

MILWAUKEE, WIS.



MILWAUKEE, WIS.

LINCOLN

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WAREHOUSE SERVICE | RAILROAD SIDINGS
OF EVERY | AND
DESCRIPTION | DOCKING FACILITIES
LOCATED IN HEART OF BUSINESS DISTRICT
OFFICES: 206 W. HIGHLAND AVE.
Member of A.W.A.—W.W.A.—N.F.W.A.



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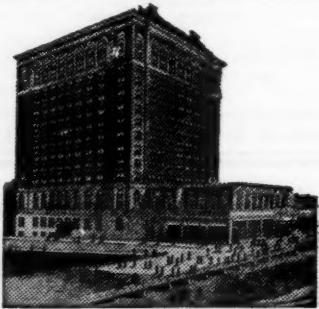
• When you ask for and obtain another's experience, you feel, naturally, you have secured the best information you can get. You should be interested in what a warehouseman's customers have to say about performance and the service he receives—about facilities—willingness to adjust operations to meet varied requirements on reasonable terms, unfettered by old fogey ideas. May we give you a list of National distributors who have invited us to use their names? Investigate us—we welcome it!

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SIDINGLICENCED
BONDEDMembers: Associated Warehouses, Inc.
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A Solid Block of Responsible Warehousing



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Atlantic City's Finest Boardwalk Hotel

Sea Water Swimming Pool
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European Plan
Beautifully Furnished House-
keeping Apartments
Cocktail Lounge
Bar—Grill
*Write for Descriptive Booklet
and Rates*

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RACINE TERMINAL WAREHOUSE & TRANSFER COMPANY
1 to 7 Main Street, Racine, Wis.

The Racine Terminal Warehouse offers every storage and distribution facility. Modern fire-proof building especially built for warehouse services. Motor freight terminal. Private rail siding. Dock facilities. Experienced and responsible management.

Merchandise Storage—Moving—
Packing—Shipping

"Harmony" Principles on Rates Are Prepared for Truckers, Railroads, Water Carriers; Two Groups Approve

(Washington Correspondence): "Reasonable" business methods in the determination of rates for service is the theme of the five principles drawn up as a result of the recent "harmony" conference of truckers, railroads and water carriers.

The special committee of the American Trucking Associations, Inc., has approved the "harmony" principles, with the expectation that the Association of American Railroads will approve them shortly. The water carriers have already approved.

With the objective "to promote orderly and harmonious action in respect to rates and practices," the five principles drawn up are as follows:

"Insofar as costs may be applied to rate-making, the following is recommended, taking such infirmities as there may be into consideration:

"1. That either agency (rail or truck) should not go below its reasonable cost in its endeavors to attract competitive traffic.

"2. That the competitive rates of either agency should reflect not more than its reasonable cost, plus a reasonable profit.

"3. That each agency should endeavor to obtain a reasonable profit from each of its competitive transactions.

"4. That in the relation between the carrier agencies and within each group retaliatory methods of a destructive character should not be indulged in.

"5. In the adoption of the foregoing principles, the conference, in recognition of the varying conditions existing in the different parts of the United States, has not undertaken to set arbitrary rules for the determination of competitive rate levels or for the ascertainment of costs."—(Edwin Hartrich.)

Appel Returns from Tour Around South America

Vallee O. Appel, president of the Fulton Market Cold Storage Company, Chicago, and a past general president of the American Warehousemen's Association, has returned from a "circle trip" around the southern half of the American continent.

Accompanied by Mrs. Appel, he sailed from New York for Havana, thence through the Panama Canal, down South America's west coast with stops at Lima, Valparaiso and Santiago, through the Straits of Magellan and up along the east coast with pauses at Buenos Aires and Rio Janeiro, and back to New York. The journey occupied forty-five days.

Settle Again Heads Maryland Warehousemen's Association

The Maryland Warehousemen's Association, its membership comprising merchandise storage companies, held its annual meeting at the Emerson Hotel in Baltimore on April 9 and reelected as its president Norman C. Settle, vice-president of the McCormick Warehouse Co., Inc. H. C. Konow, of the Baltimore Fidelity Warehouse Company, was reelected secretary.

CANADIAN WAREHOUSE SECTION

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE **JOHNSTON**

National Storage, Ltd.

STORAGE — CARTAGE
FORWARDING — DISTRIBUTING

You Can Buy No Better Service

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CANADIAN RAIL AND HARBOUR TERMINALS, Limited

Foot of York St., TORONTO, Canada

CANADA'S FINEST WAREHOUSE

Cold STORAGE Dry

1,000,000 square feet of floor space, 2,200 feet of docks and transit sheds and 6,000 feet of railroad sidings. General Storage; Bonded and Free Storage; Cold Storage; Office and Display Space; Lowest Insurance. Transportation to every part of the Province and Dominion.

Free Switching. Pool Cars to All Major Distributing Points

Final Judgment Is Entered in the
Philadelphia "Allowances" Case

Final judgment *sur mandate* was decreed in the Philadelphia "allowances" case by Federal Judge Dickinson in the United States District Court in Philadelphia on April 8. The Court's order, following filing of mandates by the United States Supreme Court and the United States Circuit Court of Appeals on April 1, was entered on motion by John Hampton Barnes and Robert T. McCracken, attorneys, respectively, for the appellants, the Pennsylvania Railroad Co. and the Merchants Warehouse Co., who finally won in the damage suit prosecuted against them by the Terminal Warehouse Co., also of Philadelphia. The District Court had rendered judgment for the Terminal in June, 1934, in the sum of \$410,338.81 with costs and an attorney's fee of \$27,000. This judgment was reversed by the U. S. Circuit Court of Appeals in July, 1935, and in March, 1936, was confirmed, on appeal, by the Supreme Court.

Gilder Again Heads Youngstown Firm

The stockholders of the Fisher-Gilder Cartage & Storage Co., Youngstown, Ohio, reelected Frank B. Gilder president at their recent annual meeting. Profitable operation during 1935 were reported.

TORONTO, ONTARIO

Tippet-Richardson Limited

218 FRONT STREET EAST TORONTO, ONT.
C. F. B. Tippet, President C. A. Richardson, Vice-President

MONTREAL, QUEBEC

Morgan Trust Company

Furniture Two
Storage Warehouses

For 90 years
connected with Montreal business.

All consignments
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attention.



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LOCAL AND LONG DISTANCE MOVERS

Private Room System for Storage
CRATING, PACKING and SHIPPING
Charges Collected and Promptly Remitted
Member: N. F. W. A., C. S. & T. A.

MEXICO

MEXICO, D. F. (MEXICO CITY)

BODEGAS CHOPA, S.A. (MDSE & HHG) Apartado (P.O.B.) 1146

Pres. & Gen. Mgr., H. ROSENSTEIN

Modern, Fireproof Whses.

Connected with all Mexican RR's

Storage of General merchandise. Forwarding, Packing furniture
Consular Invoices. Assoc. NFWA
Correspondent Security Storage Co., Washington, D. C.

The

Wilson Packers

select their

Merchandise, Cold Storage and Household Goods Warehouses from the pages of this Magazine

You Need this book!

• Have you often wished you knew the real "low-down"—the authoritative facts—about getting a better job and bigger pay in transportation work? Then you will welcome our free copy of "Opportunities in Traffic Management" . . . a comprehensive, 64-page, illustrated survey of this vital subject, and of how to win to \$3,000-\$5,000-\$7,500 and even higher-salaried executive jobs by the scientific way of expert, spare-time training. It shows you how, definitely, to get from where you are to where you want to be—in a field of more and bigger possibilities than ever! Hit-or-miss learning by slow "experience" while the years fly by, is replaced by specific, step-by-step instruction in every phase of traffic management that in the quickest time qualifies you for bigger-pay work. This is the direct route many have taken from clerkships and commonplace routine to managements that only ability commands! Does such a future appeal to you? If so, write today for this booklet. There is no obligation, and you will find it highly interesting.

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TEST OF V-8 ECONOMY AND V-8
PERFORMANCE WITHOUT OBLIGATION**

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TRUCKS AND COMMERCIAL CARS**



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CHECK THESE GREAT FEATURES!

- ✓ Refined & Cordial Atmosphere
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